



LAURENTIAN
BANK

4th quarter 2008 CONFERENCE CALL

Réjean Robitaille, President & CEO

Robert Cardinal, CFO

December 5, 2008 @ 3:30 p.m.

1-866-225-0198



FORWARD-LOOKING STATEMENTS

In this document and in other documents filed with Canadian regulatory authorities or in other communications, Laurentian Bank of Canada (the "Bank") may from time to time make written or oral forward-looking statements within the meaning of applicable securities legislation, including statements regarding the Bank's business plan and financial objectives. These statements typically use the conditional, as well as words such as prospects, believe, estimate, forecast, project, expect, anticipate, plan, may, should, could, would or the negative of these terms or variations of them 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 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 Bank cautions readers against placing undue reliance on forward-looking statements when making decisions, as the actual results could differ appreciably 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 cautions that the foregoing list of factors is not exhaustive. For more information on the risk, uncertainties and assumptions that would cause the Bank's actual results to differ from current expectations, please also refer to the Bank's public filings available at www.sedar.com.

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 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 and are unlikely to be comparable to any similar measures presented by other companies. The Bank believes that these non-GAAP financial measures provide investors and analysts with useful information so that they can better understand financial results and analyze the Bank's growth and profitability potential more effectively.

For questions on this presentation, please contact:

Gladys Caron, Vice-President, Public Affairs, Communications and Investor Relations
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gladys.caron@banquelaurentienne.ca



Results

- Net income of \$102.5 M, up by 8% over 2007
- Diluted EPS of \$3.80, up by 9% over 2007
- ROE of 11.0% compared to 10.9% in 2007
- Efficiency ratio at 70.7% compared to 73.2% in 2007

Key contributing factors

- Strong loan and deposit growth
- Tight cost control
- Relatively high securitization revenues

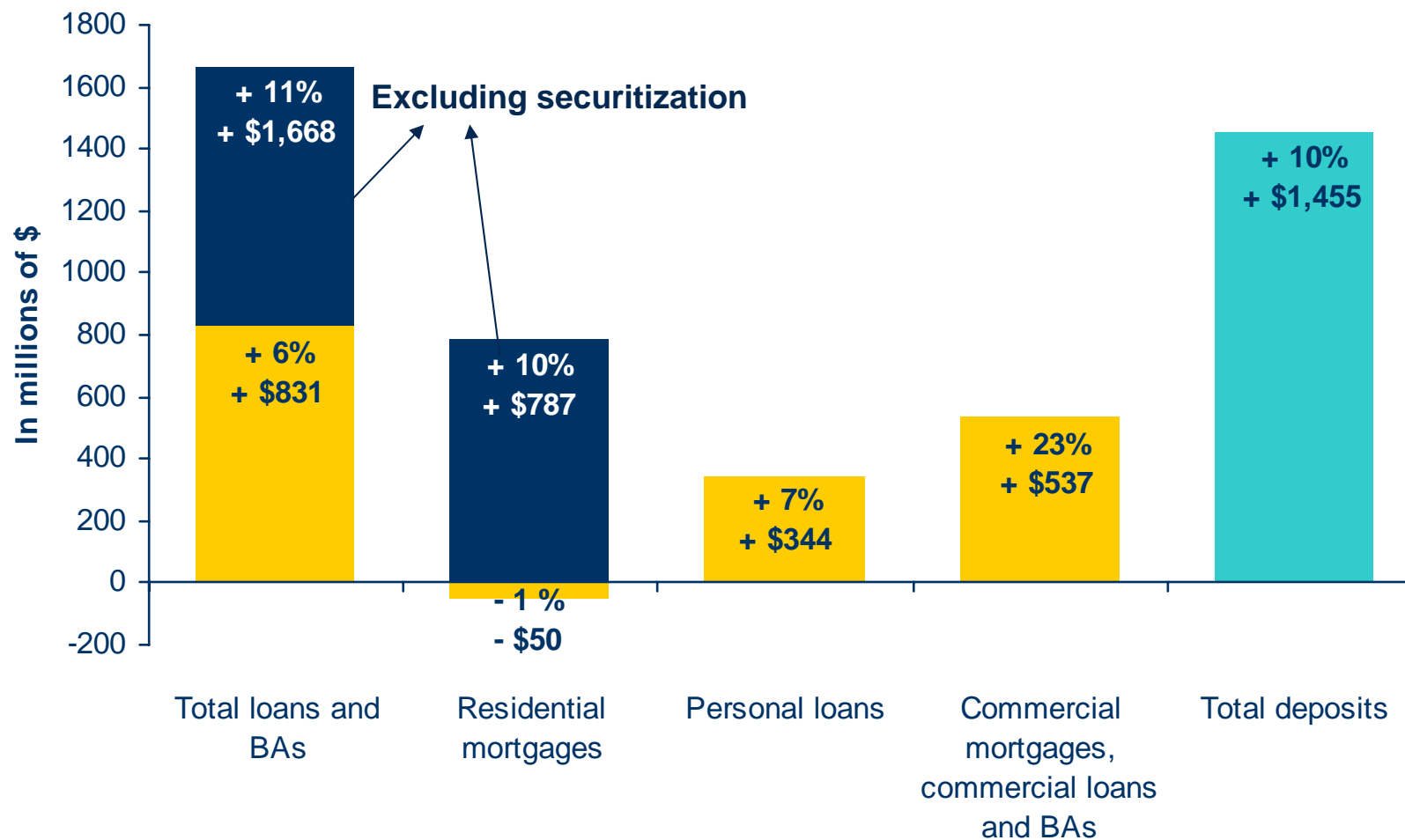


	2008 OBJECTIVES	2008 RESULTS
Return on common shareholders' equity	9.5% to 10.5%	11.0%
Diluted net income per share	\$3.30 to \$3.60	\$3.80
Total revenue	+ 5% (\$615 M)	+ 8% (\$630 M)
Efficiency ratio	74% to 72%	70.7%
Tier 1 capital ratio	Minimum of 9.5%	10.0%



MAIN PORTFOLIO GROWTH

Last 12 months as at October 31, 2008 (consolidated)





Q4 2008 FINANCIAL HIGHLIGHTS

In millions of \$
except per share amounts

	<u>Q4 2008</u>	<u>Q4 2007</u>	<u>Variation</u> <u>Q4 08 vs</u> <u>Q4 07</u>
Net interest income	103.3	97.7	6%
Other income	49.5	47.9	3%
Total revenue	152.8	145.6	5%
Provisions for credit losses	10.5	10.0	5%
Non-interest expenses	113.0	105.8	7%
Income taxes	6.4	4.1	54%
Net income from continuing operations	22.9	25.7	-11%
Net income from discontinued operations	4.4	4.4	0%
Net income	27.3	30.2	-9%
Preferred shares dividends	3.0	3.0	0%
Net income available to common shareholders	24.4	27.2	-10%
Diluted EPS – GAAP	\$1.02	\$1.14	-11%
Return on equity	11.5%	13.8%	
Efficiency ratio	74.0%	72.6%	
Effective tax rate	21.7%	13.8%	
Diluted EPS – continuing operations	\$0.84	\$0.95	-12%
Return on equity	9.4%	11.6%	
Significant items (after taxes) ⁽¹⁾	-7.0	3.6	
Diluted EPS – continuing operations, excluding significant items	\$1.13	\$0.81	41%
Return on equity	12.7%	9.7%	
Efficiency ratio	68.9%	73.2%	
Effective tax rate	24.3%	23.0%	

(1) Q4 2008: a) \$8.1 M (\$5.5 M after taxes) impairment charge on US and international financial institutions' fixed-income securities; b) \$2.2 M (\$1.5 M after taxes) write-off of technology development costs. Q4 2007: a) \$4.0 M (\$3.3 M after taxes) gain resulting from the restructuring of VISA; b) \$2.9 M (\$2.0 M after taxes) charge related to securities issued by conduits covered by the Montreal Accord; c) \$2.2 M favourable adjustment to income taxes.

2008 FINANCIAL HIGHLIGHTS

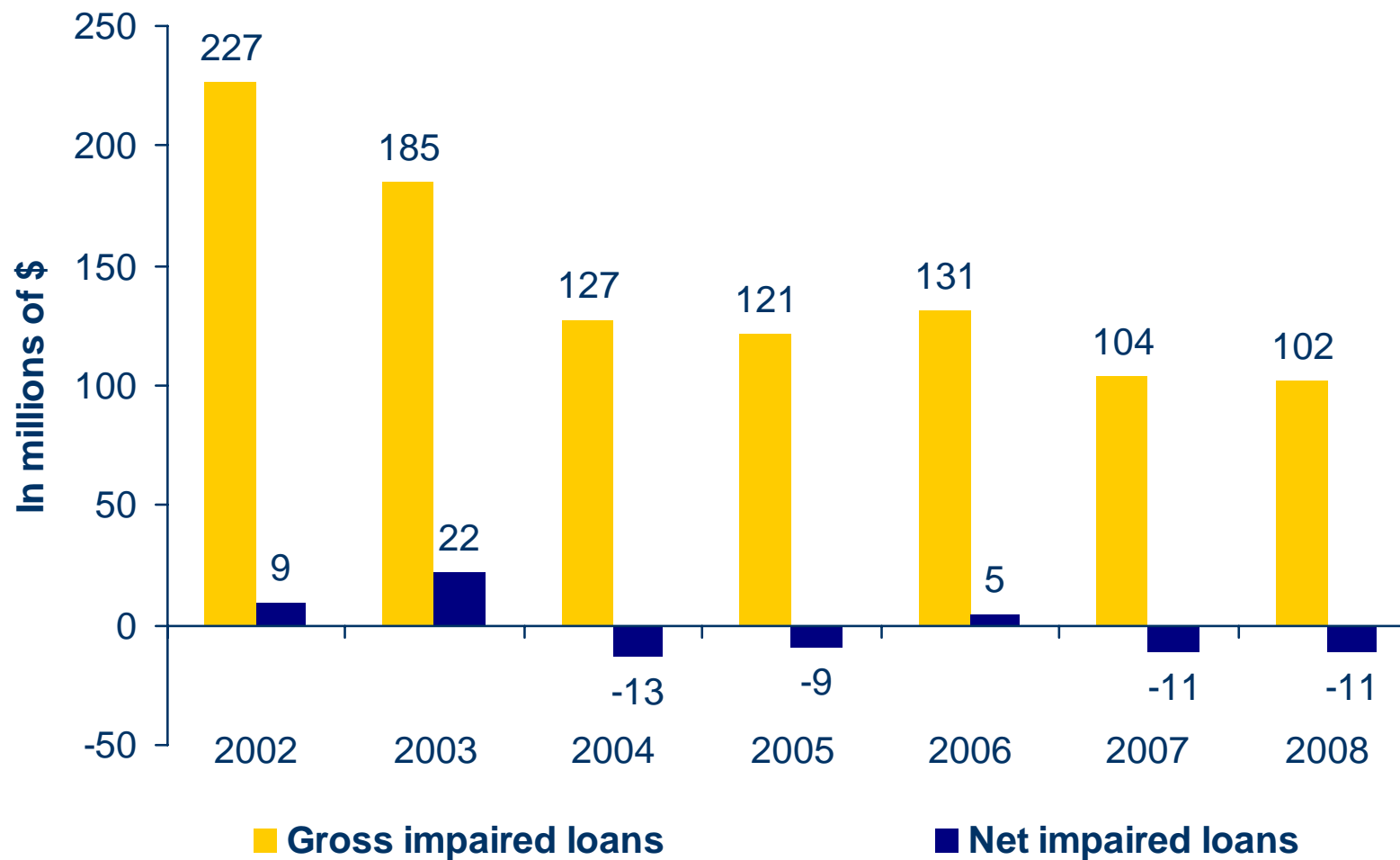
In millions of \$
except per share amounts

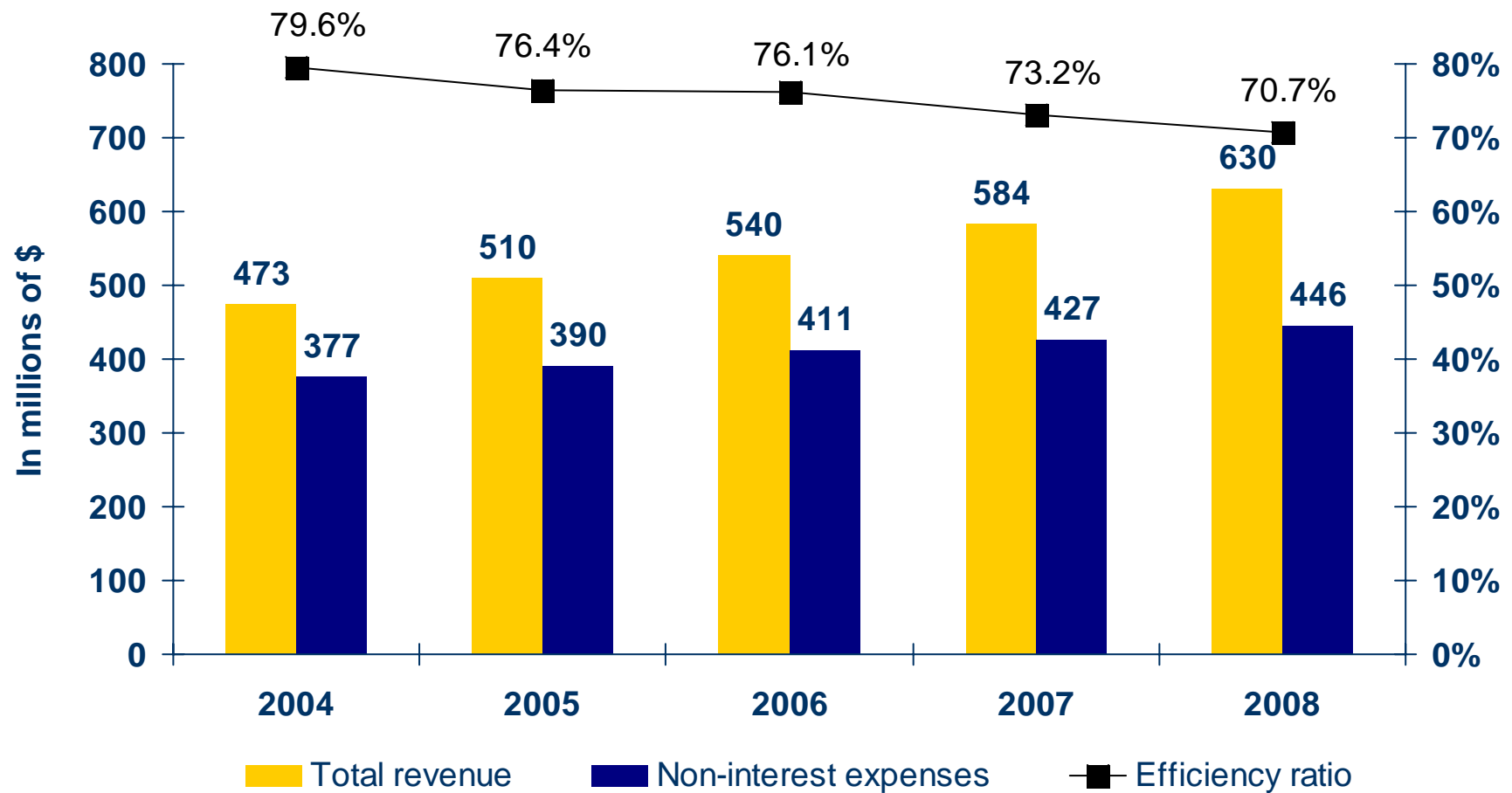
	<u>2008</u>	<u>2007</u>	<u>Variation</u> <u>2008 vs</u> <u>2007</u>
Net interest income	405.3	390.2	4%
Other income	225.2	193.7	16%
Total revenue	630.5	583.9	8%
Provisions for credit losses	48.5	40.0	21%
Non-interest expenses	446.0	427.4	4%
Income taxes	37.9	26.4	44%
Net income from continuing operations	98.1	90.1	9%
Net income from discontinued operations	4.4	4.4	0%
Net income	102.5	94.5	8%
Preferred shares dividends	11.8	12.0	-1%
Net income available to common shareholders	90.7	82.6	10%
Diluted EPS – GAAP	\$3.80	\$3.48	9%
Return on equity	11.0%	10.9%	
Efficiency ratio	70.7%	73.2%	
Effective tax rate	27.9%	22.7%	
Diluted EPS – continuing operations	\$3.61	\$3.29	10%
Return on equity	10.5%	10.3%	
Significant items (after taxes) ⁽¹⁾	-10.6	6.0	
Diluted EPS – continuing operations, excluding significant items	\$4.06	\$3.04	34%
Return on equity	11.8%	9.5%	
Efficiency ratio	70.3%	73.3%	
Effective tax rate	25.9%	27.2%	

(1) Q1 2008: \$5.6 M decrease in future tax assets arising from the reduction in federal income tax rates. Q3 2008: a) \$12.9 M (\$11.1 M after taxes) gain on sale of the Montreal Exchange shares; b) \$5.3 M (\$3.6 M after taxes) loss on sale of securities; c) \$8.0 M (\$5.5 M after taxes) increase in the general provision for loan losses. Q4 2008: a) \$8.1 M (\$5.5 M after taxes) impairment charge on US and international financial institutions' fixed-income securities; b) \$2.2 M (\$1.5 M after taxes) write-off of technology development costs. Q1 and Q2 2007: \$2.5 M favourable adjustment to income taxes. Q4 2007: a) \$4.0 M (\$3.3 M after taxes) gain resulting from the restructuring of VISA; b) \$2.9 M (\$2.0 M after taxes) charge related to securities issued by conduits covered by the Montreal Accord; c) \$2.2 M favourable adjustment to income taxes.



Evolution of gross and net impaired loans







BUSINESS SEGMENTS PERFORMANCE

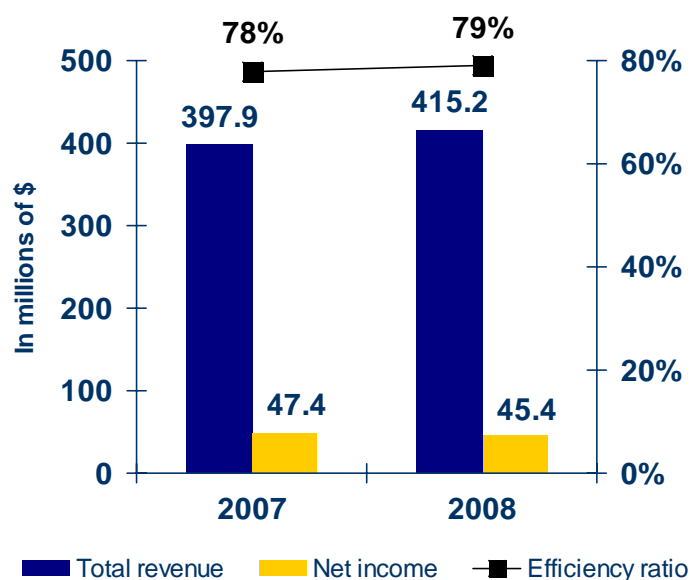
Year ended October 31, 2008

	Retail & SME Quebec	Real Estate & Commercial	B2B Trust	LBS	Other ⁽¹⁾	TOTAL
Total revenue (growth 2008 versus 2007)	\$415.2 M + 4%	\$71.4 M + 15%	\$97.8 M + 6%	\$32.4 M - 18%	\$13.6 M N.A.	\$630.5 M + 8%
Net income (growth 2008 versus 2007)	\$45.4 M - 4%	\$28.6 M + 32%	\$34.9 M + 14%	\$1.7 M - 76%	- \$8.0 M N.A.	\$102.5 M + 8%
Total net income contribution ⁽²⁾	41%	26%	31%	2%	N.A.	100%

(1) The business segment Other includes approximately 700 employees working in Treasury, Credit, Finance and Strategic Development, Administration, Risk Management, Information Technology, Corporate Affairs and Human Resources.

(2) Percentage of net income contribution from the four business segments, excluding the segment Other.

N.A.: non applicable.



2008 versus 2007

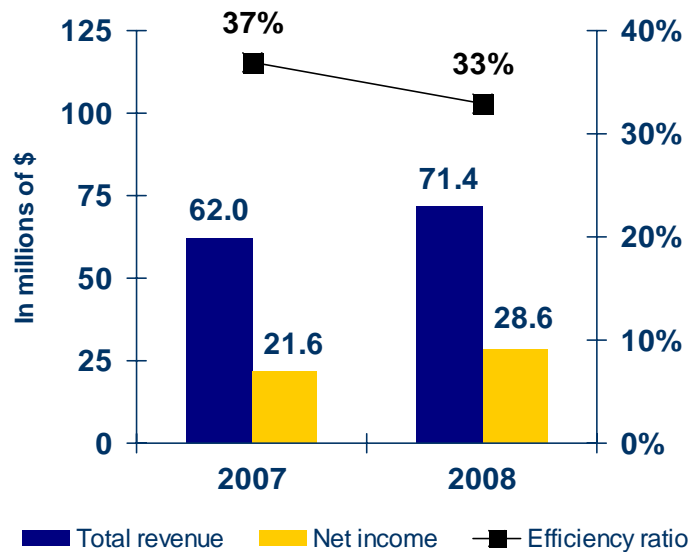
- Total revenue: + 4% (+ \$17.3 M)
- Net income: - 4% (- \$2.0 M)

Significant items

- 2007: \$4.0 M (\$3.3 M after taxes) gain resulting from the restructuring of VISA

Main drivers

- Average loans: + 9% (+ \$780 M)
- Average deposits: + 6% (+ \$401 M)
- Higher card service revenues
- Higher loan losses
- Higher non-interest expenses



2008 versus 2007

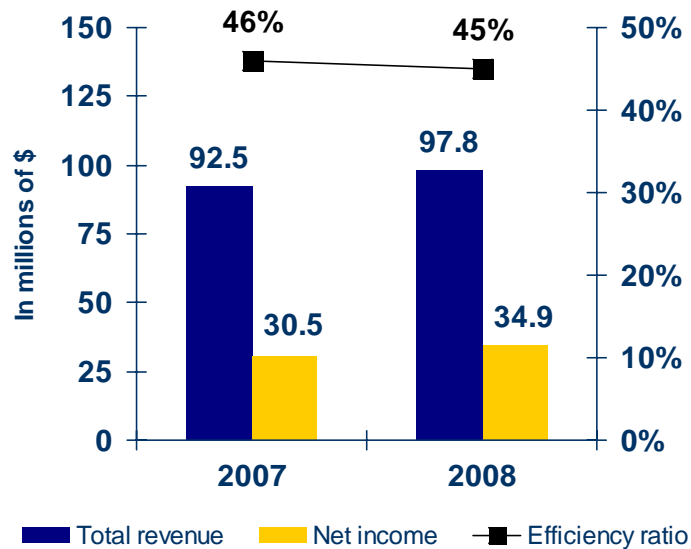
- Total revenue: + 15% (+ \$9.4 M)
- Net income: + 32% (+ \$7.0 M)

Significant items

- None

Main drivers

- Average loans: + 19% (+ \$314 M)
- Average deposits: + 20% (+ \$30 M)
- Lower loan losses
- Slightly higher non-interest expenses



2008 versus 2007

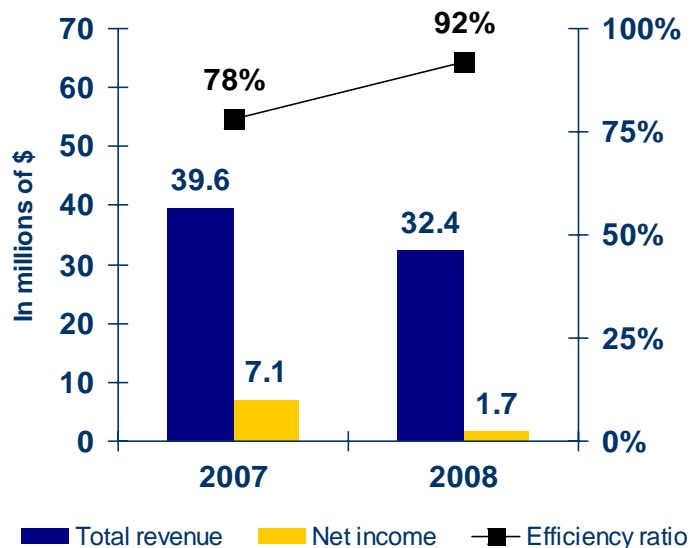
- Total revenue: + 6% (+ \$5.3 M)
- Net income: + 14% (+ \$4.4 M)

Significant items

- None

Main drivers

- Average loans: + 25% (+ \$756 M)
- Average deposits: + 11% (+ \$583 M)
- Lower loan losses
- Higher non-interest expenses
- Margin reductions due to higher funding costs of personal term deposits



2008 versus 2007

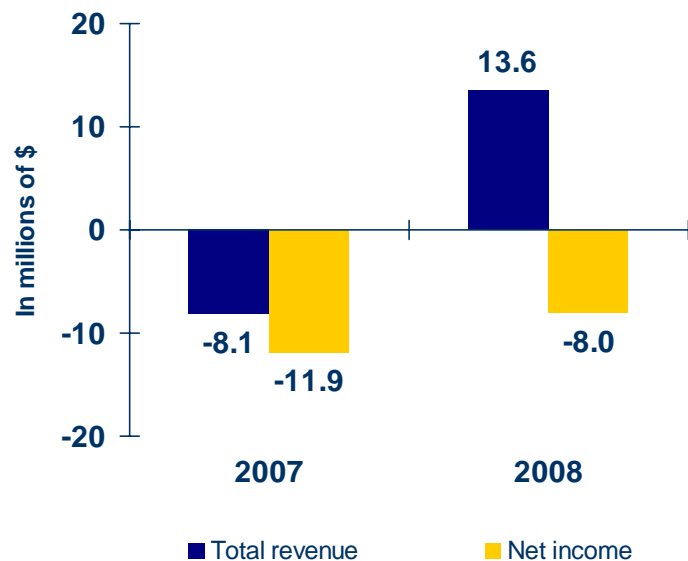
- Total revenue: - 18% (- \$7.2 M)
- Net income: - 76% (- \$5.4 M)

Significant items

- 2008: \$3.0 M (\$2.1 M after taxes) charge related to securities issued by conduits covered by the Montreal Accord
- 2007: \$4.4 M (\$3.7 M after taxes) gain resulting from the sale of the Montreal Exchange shares; \$2.1 M (\$1.4 M after taxes) loss related to securities issued by conduits covered by the Montreal Accord

Main drivers

- Reduced level of activity in the Retail Brokerage Services division
- Very strong performance of the Fixed Income division
- Slightly lower non-interest expenses



2008 versus 2007

- Total revenue: + \$21.7 M
- Net income: + \$3.9 M

Significant items

- 2008: \$5.6 M decrease in future tax assets; \$12.9 M (\$11.1 M after taxes) gain on sale of the Montreal Exchange shares; \$5.3 M (\$3.6 M after taxes) loss on sale of securities; \$8.1 M (\$5.5 M after taxes) impairment charge on US and international financial institutions' fixed-income securities; \$8.0 M (\$5.5 M after taxes) increase in the general provision for loan losses; \$2.2 M (\$1.5 M after taxes) write-off of technology development costs
- 2007: \$4.7 M favourable adjustment to income taxes; \$0.8 M (\$0.5 M after taxes) loss related to securities issued by conduits covered by the Montreal Accord

Main drivers

- Higher securitization revenues, including gains on sale of \$29.6 M and servicing revenues of \$6.3 M
- Higher income from treasury and capital market operations
- Lower net interest income



	2009 OBJECTIVES
Return on common shareholders' equity	10.0% to 12.0%
Diluted net income per share	\$3.70 to \$4.40
Total revenue	+ 2% to + 5% (\$645 M to \$665 M)
Efficiency ratio	73% to 70%
Tier 1 capital ratio	Minimum of 9.5%

Key assumptions:

- 1) Same loan and deposit growth as in 2008
- 2) Market conditions for mortgage lending in Canada will continue to support securitization activities
- 3) Moderate increase in loan losses

Other underlying economic conditions:

- 1) Very moderate growth in the Canadian economy
- 2) Worldwide financial crisis not expected to have a significant effect on our operations
- 3) Slight decline in interest rates in Canada
- 4) The Canadian dollar trading at around 0.80 US dollar



- We achieved **strong overall results in 2008**
- Laurentian Bank is a **solid, well managed and growing financial institution**
- In 2009, we will **continue with the same recipe that has proven right** over the last few years:
 - 1) Well targeted strategy with emphasis on our 3 growth engines
 - 2) Specific focus on our 3 priorities
 - 3) Prudent risk management approach
 - 4) Efficient management of our portfolio mix
 - 5) Tight control of our expenses
 - 6) Rigorous and disciplined execution, in order to improve our performance on a sustainable and long-term basis

Q4 2008 CONFERENCE CALL ATTENDANCE

- **Réjean Robitaille**, President and Chief Executive Officer
- **Robert Cardinal**, Senior Executive Vice-President, Finance, Administration and Strategic Development and Chief Financial Officer
- **Bernard Piché**, Senior Executive Vice-President, Treasury, Capital Markets and Brokerage
- **Luc Bernard**, Executive Vice-President, Retail Financial Services and SME
- **François Desjardins**, Executive Vice-President of the Bank and President and Chief Executive Officer of B2B Trust
- **Lorraine Pilon**, Executive Vice-President, Corporate Affairs and Secretary
- **Michel Trudeau**, President and Chief Executive Officer of Laurentian Bank Securities
- **Louis Marquis**, Senior Vice-President, Credit
- **Marc Paradis**, Senior Vice-President, Strategic Planning and Control
- **Pierre Minville**, Senior Vice-President, Integrated Risk Management and Mergers and Acquisitions
- **André Lopresti**, Vice-President and Chief Accountant
- **Gladys Caron**, Vice-President, Public Affairs, Communications and Investor Relations



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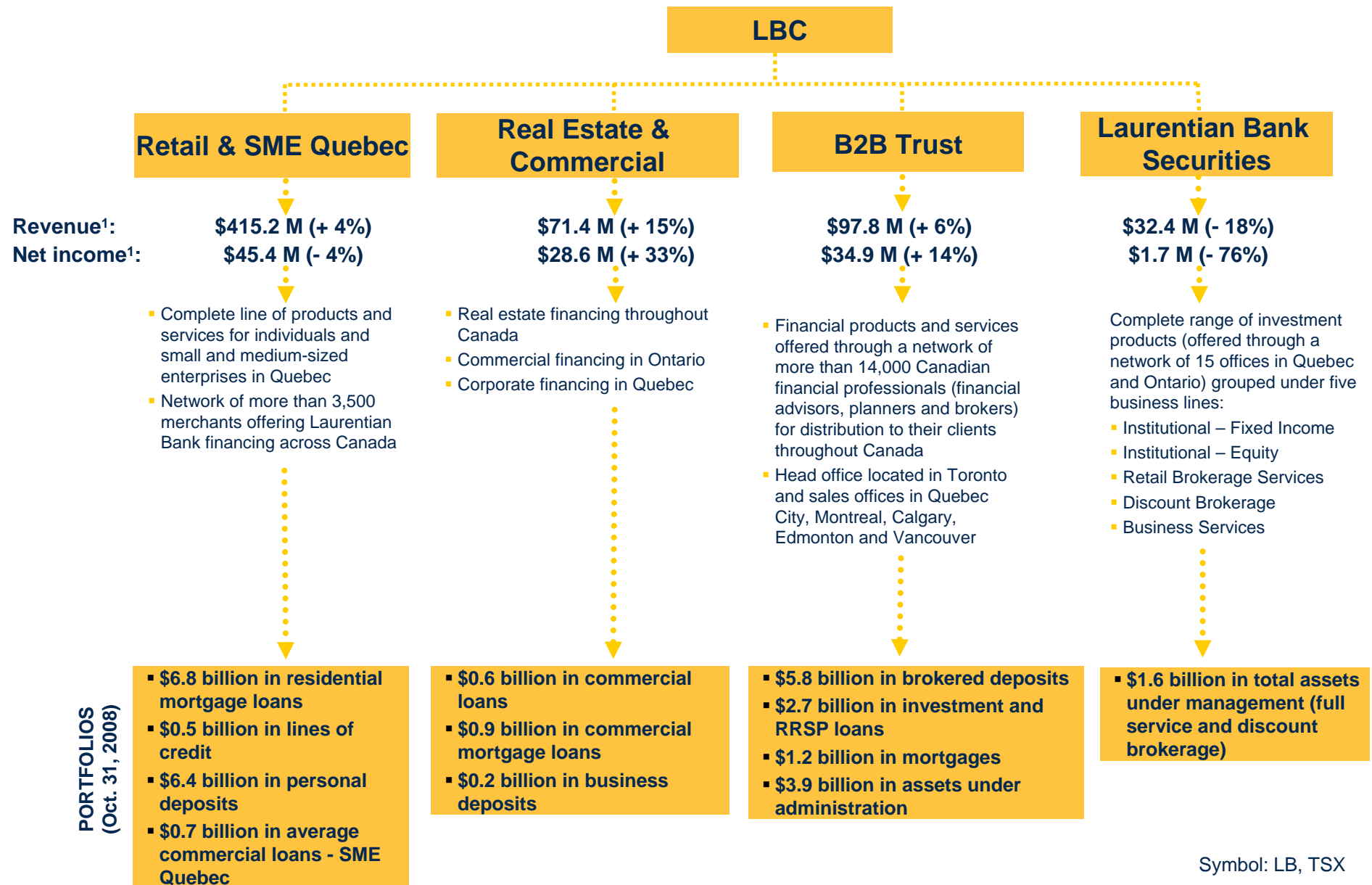
APPENDICES



- **3rd largest institution in Quebec** in terms of branches and **7th largest Canadian chartered bank** based on assets
- **156 retail branches and 342 ABMs**
- **\$19.6 billion of assets** on balance sheet as of Oct. 31, 2008
- **Main markets:** Province of Quebec with significant activities elsewhere in Canada (41% of total loans come from outside of Quebec)
- **Close to 3,400 full-time equivalent employees**
- **Founded in 1846**



4 BUSINESS SEGMENTS



(1) For the year ended October 31, 2008.



1. Solid financial situation

- Strong balance sheet and capital ratios
- High level of liquidities

2. Low risk profile

- Predominant retail loan book and retail dominated deposit base
- High proportion of insured mortgages
- Minimal exposure to ABCP
- No direct exposure to U.S. mortgage market nor subprime market
- Diversified activities across Canada
- Recently upgraded credit ratings by DBRS

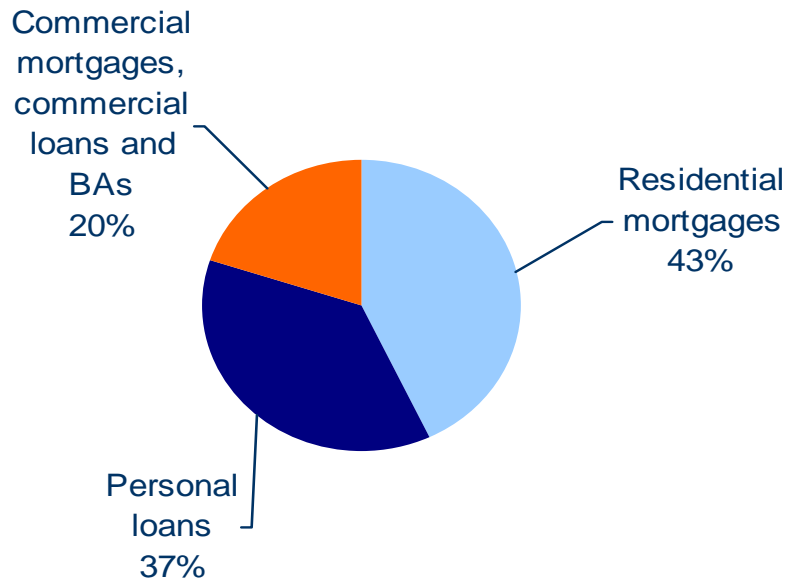
3. Efficient management approach

- Strong and distinctive marketing positioning
- Growth engines focus
- All decisions and actions guided by our 3 priorities: profitability, efficiency, human capital

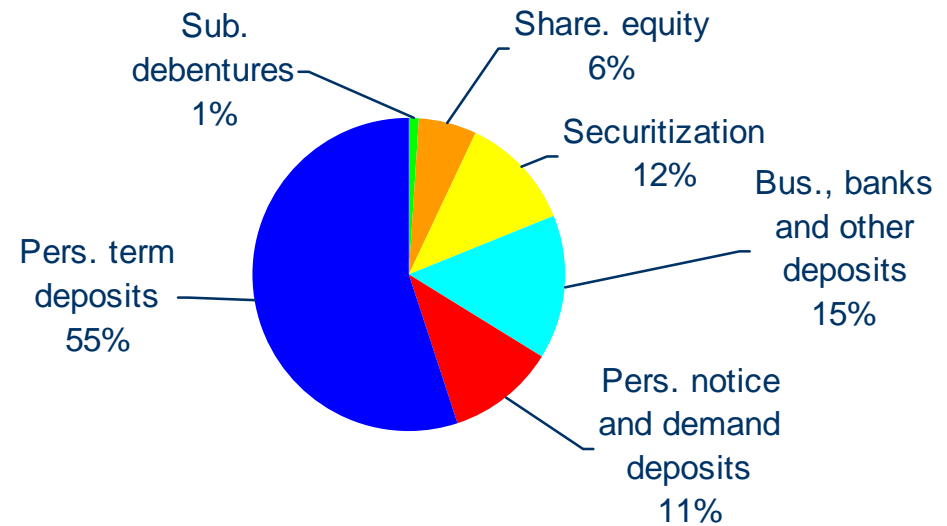


LOAN PORTFOLIOS AND FUNDING

Loan portfolios (Oct. 31, 2008)



Funding sources to support lending activities (Oct. 31, 2008)





LAURENTIAN
BANK

MANAGEMENT COMMITTEE

Réjean Robitaille

President and Chief Executive Officer

President of Laurentian Bank since 2006; with the Bank since 1988

Robert Cardinal

**Senior Executive Vice-President
Finance, Administration and Strategic
Development and Chief Financial Officer**

With Laurentian Bank since 1991

Bernard Piché

**Senior Executive Vice-President
Treasury, Capital Markets and Brokerage**

With Laurentian Bank since 1994

Luc Bernard

**Executive Vice-President
Retail Financial Services and SME**

With Laurentian Bank since 2001

François Desjardins

**Executive Vice-President of the Bank
President and Chief Executive Officer of
B2B Trust**

With Laurentian Bank since 1991

Lorraine Pilon

**Executive Vice-President
Corporate Affairs and Secretary**

With Laurentian Bank since 1990



LAURENTIAN
BANK

BOARD MEMBERS

L. Denis Desautels O.C., FCA (2001)

Chairman of the Board
Laurentian Bank of Canada
Executive-in-Residence,
School of Management
of the University of Ottawa

Pierre Michaud C.M. (1990)

Vice Chairman of the Board
Laurentian Bank of Canada
Chairman of the Board
Provigo Inc.

Lise Bastarache (2006)

Corporate Director and Economist

Jean Bazin C.R. (2002)

Counsel
Fraser Milner Casgrain LLP

Richard Bélanger (2003)

President
Toryvel Group Inc.

Ève-Lyne Biron (2003)

President and General Manager
Laboratoire Médical Biron inc.

Isabelle Courville (2007)

President
Hydro-Québec TransÉnergie

Pierre Genest (2006)

Chairman of the Board
SSQ, Life Insurance Company Inc.

Michel C. Lauzon (2008)

Business Consultant

Carmand Normand (2004)

Executive Chairman
Addenda Capital Inc.

Jacqueline C. Orange (2008)

Governor
University of Toronto

Réjean Robitaille (2006)

President and Chief Executive Officer
Laurentian Bank of Canada

Jonathan I. Wener C.M. (1998)

Chairman of the Board
Canderel Management Inc.