

4th quarter 2010 CONFERENCE CALL

Réjean Robitaille, President & CEO

Michel C. Lauzon, CFO

December 8, 2010 at 2:00 p.m.

1-866-696-5910, Code 2421638

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. 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 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, would or the negative of these terms or 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 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 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
Tel: 514 284-4500, extension 7511 • Cell: 514 893-3963
gladys.caron@banquelaurentienne.ca

- **Improved profitability**, despite lower securitization income, higher loan loss provisions and no income from discontinued operations
- **Continued balance sheet growth**, in both loans and deposits, generated from both Quebec and the rest of Canada
- **Capacity for organic growth** demonstrated by our strong increase in revenue due to growth and development initiatives
- **Diversification of portfolios and activities** contributing to the Bank's success
- **Our 3 main growth engines** generated very strong results

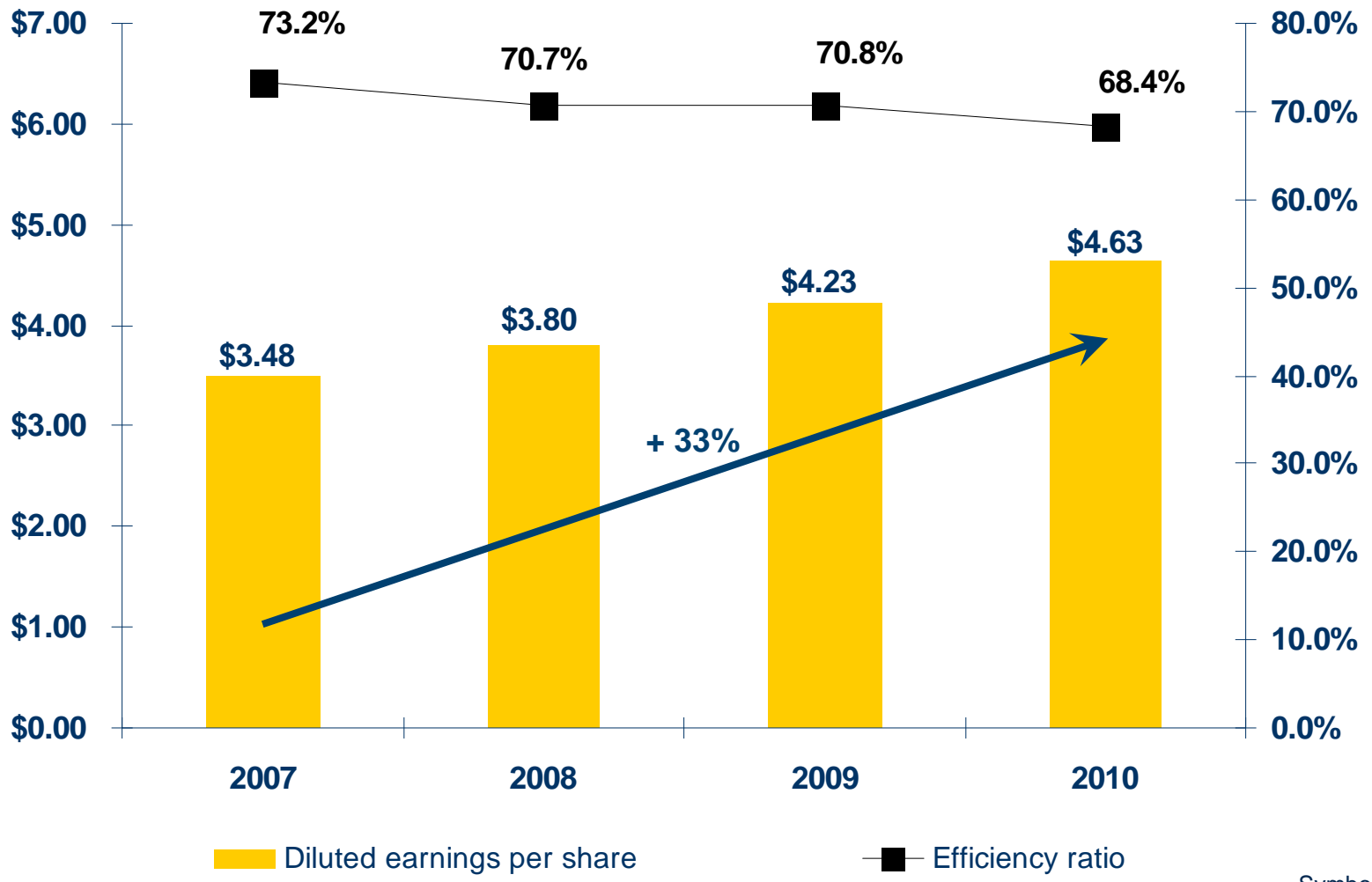


	2010	2009	Q4-2010	Q4-2009
Net income	\$122.9 M	\$113.1 M	\$32.5 M	\$38.2 M
Diluted EPS	\$4.63	\$4.23	\$1.24	\$1.47
ROE	11.5%	11.4%	11.8%	15.3%
Net income from continuing operations	\$122.9 M	\$101.7 M	\$32.5 M	\$26.8 M
Diluted EPS from continuing operations	\$4.63	\$3.75	\$1.24	\$0.99

2010 HIGHLIGHTS

- Quarterly dividend increased by \$0.03 per share to \$0.39
- Strong revenue growth
- Positive operating leverage
- Strong loan and deposit growth
- Solid levels of capital
- Sharply lower securitization revenue mitigated by growth in core other income
- Higher provisions for loan losses

4-YEAR TREND IMPROVING PROFITABILITY AND EFFICIENCY





In millions of dollars, except per share amounts

	<u>2010</u>	<u>2009</u>	<u>Variation</u> <u>2010 /</u> <u>2009</u>
Net interest income	496.4	423.8	17%
Other income	241.0	242.7	-1%
Total revenue	737.4	666.5	11%
Provision for loan losses	68.0	56.0	21%
Non-interest expenses	504.2	472.0	7%
Income taxes	42.3	36.8	N/A
Income from continuing operations	122.9	101.7	21%
Income from discontinued operations	0	11.5	N/A
Net income	122.9	113.1	9%
Preferred share dividends	12.1	12.1	0%
Net income available to common shareholders	110.8	101.0	10%
Diluted EPS	\$4.63	\$4.23	9%
Return on common shareholders' equity	11.5%	11.4%	
Efficiency ratio	68.4%	70.8%	
Effective tax rate	25.6%	26.6%	
Diluted EPS - continuing operations	\$4.63	\$3.75	23%
Return on common shareholders' equity	11.5%	10.1%	

TRACKING OF 2010 OBJECTIVES

Reached or exceeded all objectives

	2010 OBJECTIVES	2010 RESULTS
Return on common shareholders' equity	10.0% to 12.0%	11.5%
Diluted earnings per share	\$4.00 to \$4.70	\$4.63
Revenue growth	5% to 10%	11%
Efficiency ratio	70% to 67%	68.4%
Tier 1 BIS capital ratio	Minimum of 9.5%	10.9%



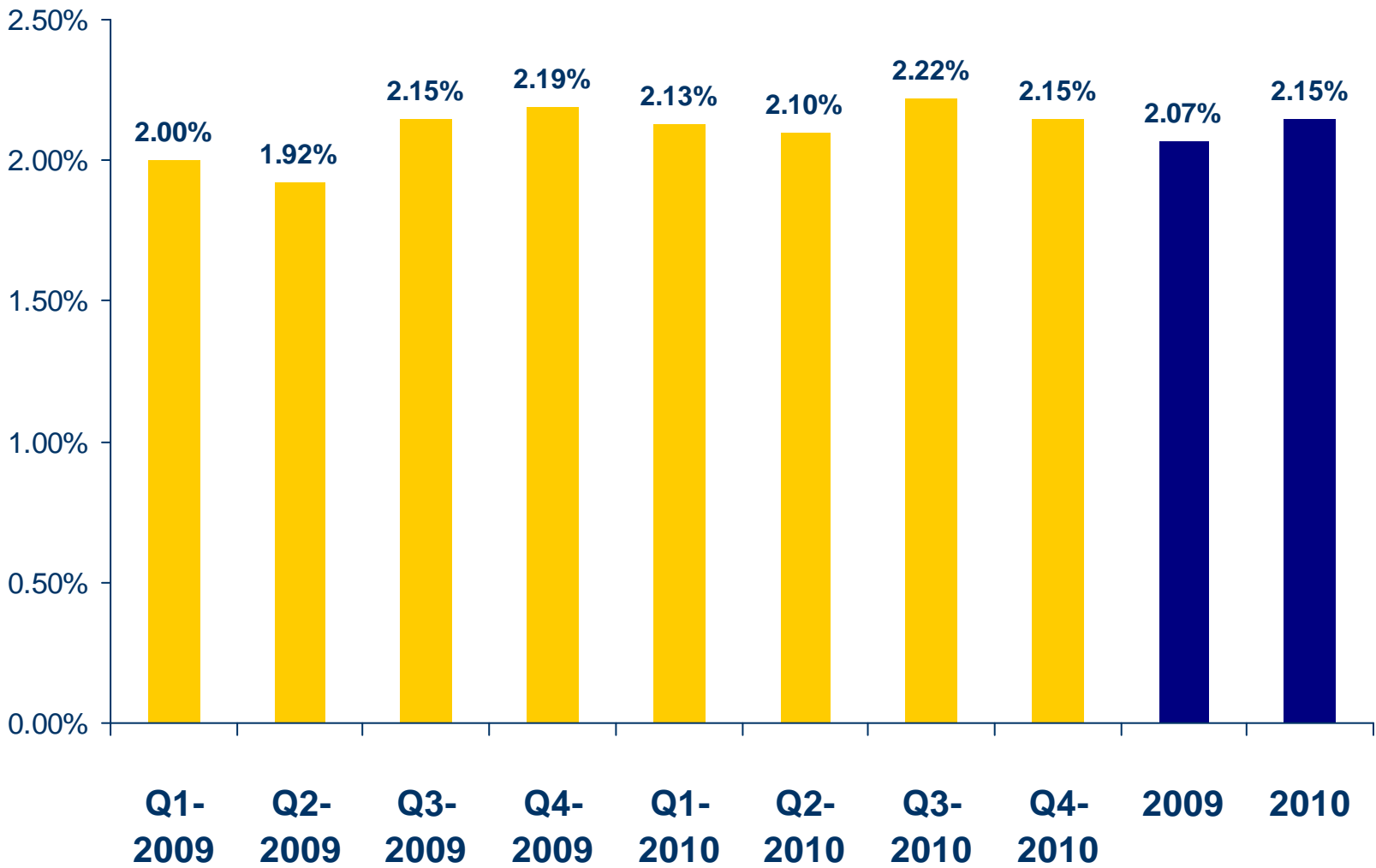
FINANCIAL HIGHLIGHTS

Q4-2010 vs Q4-2009

In millions of dollars, except per share amounts

	<u>Q4-2010</u>	<u>Q4-2009</u>	<u>Variation</u> <u>Q4-2010 vs</u> <u>Q4-2009</u>
Net interest income	128.2	118.2	8%
Other income	61.9	60.3	3%
Total revenue	190.1	178.5	6%
Provision for loan losses	16.0	16.0	0%
Non-interest expenses	132.5	128.1	3%
Income taxes	9.1	7.6	19%
Income from continuing operations	32.5	26.8	21%
Income from discontinued operations	0.0	11.5	N/A
Net income	32.5	38.2	-15%
Preferred share dividends	2.9	3.1	-6%
Net income available to common shareholders	29.6	35.2	-16%
Diluted EPS	\$1.24	\$1.47	-16%
Return on common shareholders' equity	11.8%	15.3%	
Efficiency ratio	69.7%	71.8%	
Effective tax rate	21.8%	22.1%	
Diluted EPS - continuing operations	\$1.24	\$0.99	25%
Return on common shareholders' equity	11.8%	10.3%	

NET INTEREST MARGIN

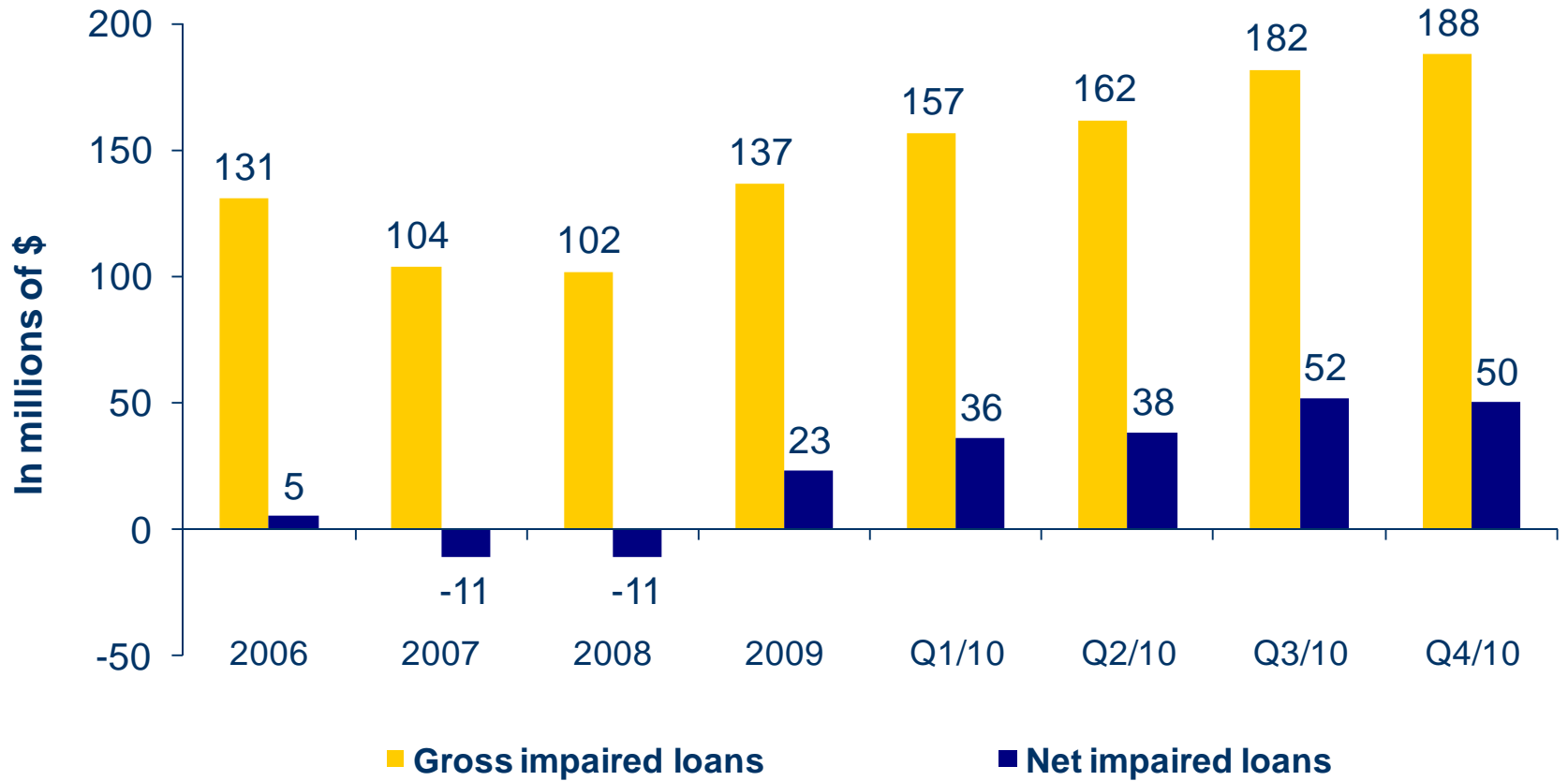


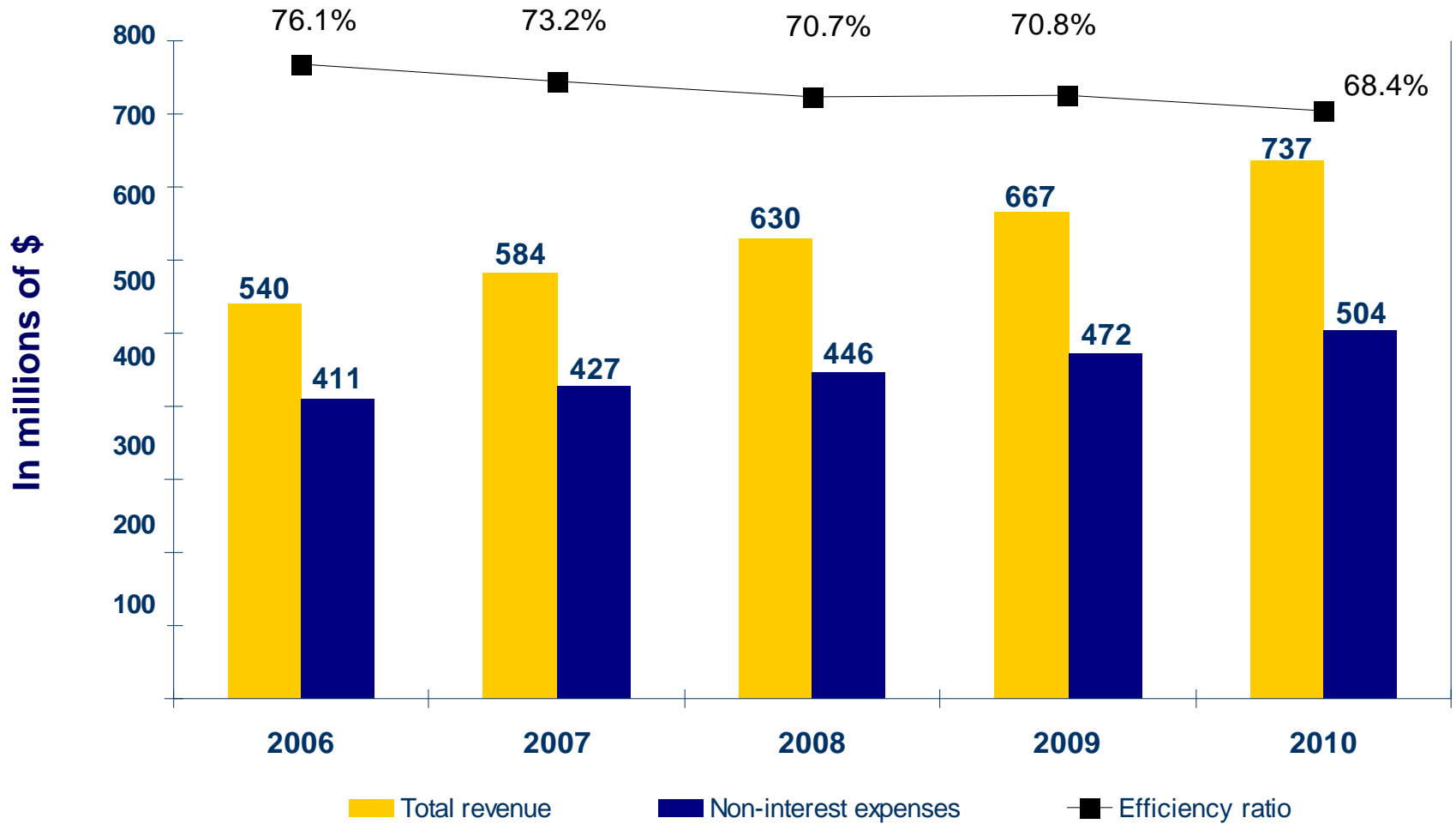


FOR THE THREE MONTHS ENDED

In thousands of \$	October 31, 2010	July 31, 2010	October 31, 2009
Personal loans and Visa cards	6,919	8,292	9,749
Residential mortgages	1,338	1,715	524
Commercial mortgages	1,488	3,378	360
Commercial loans and other	6,255	6,615	5,367
TOTAL	16,000	20,000	16,000
As a % of avg. loans and BAs	0.36	0.46	0.41

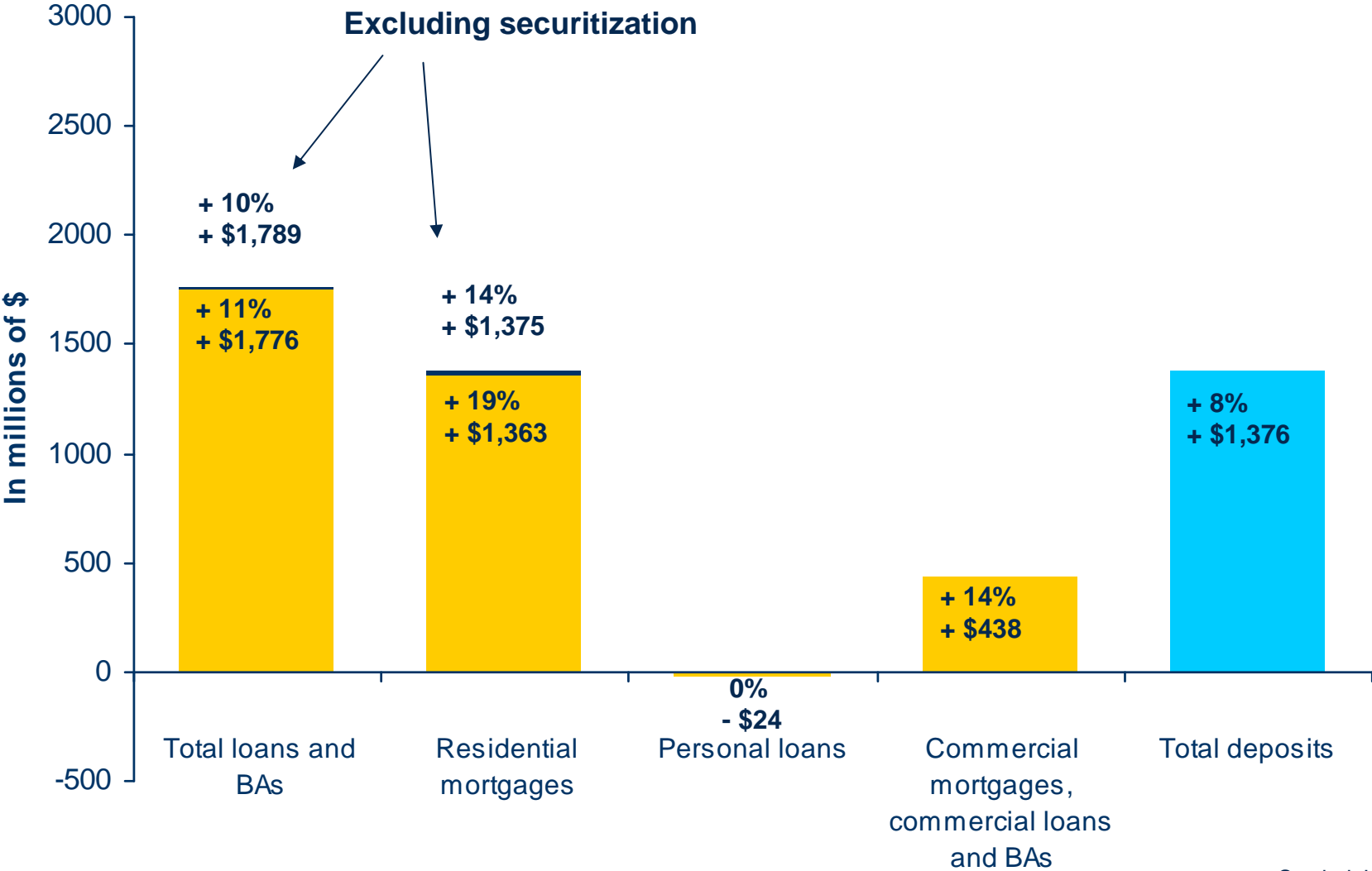
Evolution of gross and net impaired loans





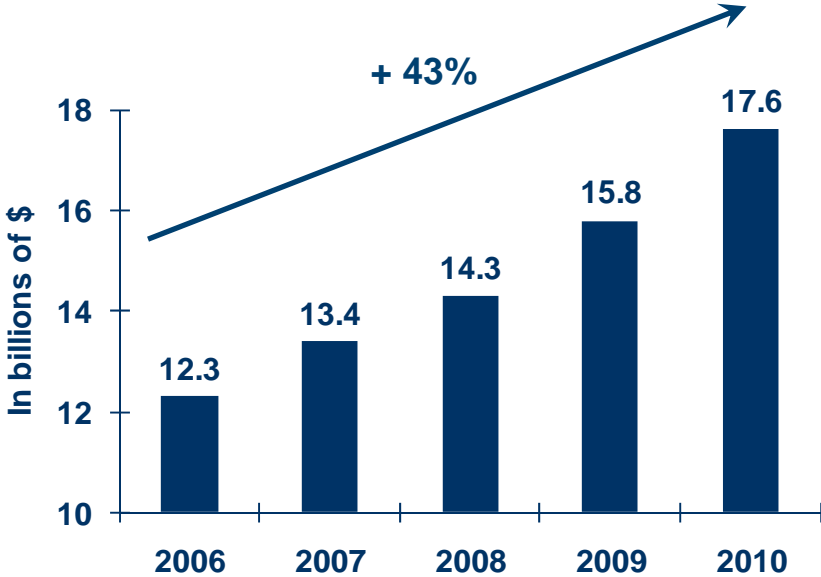
MAIN PORTFOLIO GROWTH

12 months ended October 31, 2010

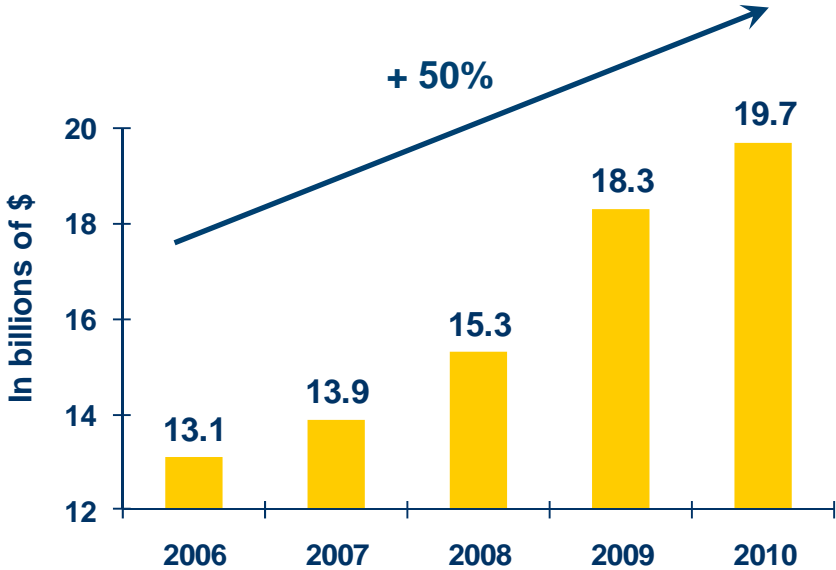


SUSTAINED LOAN AND DEPOSIT GROWTH

Loans and BAs



Deposits



Note: Loans are presented on a net basis

BUSINESS SEGMENTS PERFORMANCE

For the year ended October 31, 2010

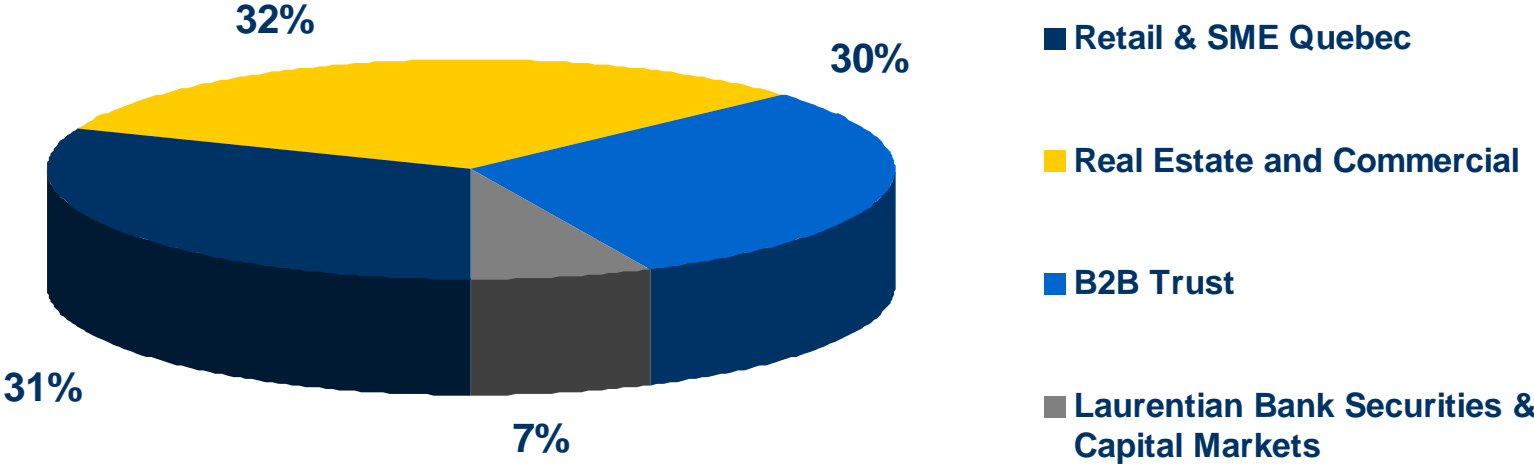
	Retail & SME Quebec	Real Estate & Commercial	B2B Trust	LBS & Capital Markets	Other ⁽¹⁾	TOTAL
Total revenue (growth 2010 versus 2009)	\$453.5 M + 6%	\$119.3 M + 28%	\$124.6 M + 24%	\$61.1 M - 1%	- \$21.1 M - 43%	\$737.4M + 11%
Net income (growth 2010 versus 2009) ⁽²⁾	\$47.0 M + 19%	\$49.1 M + 43%	\$46.4 M + 45%	\$10.0 M - 17%	- \$29.5 M - 80%	\$122.9 M + 21%

(1) The business segment Other includes employees working in Treasury, Finance and Operations, Risk Management, Corporate Affairs and Human Resources.

(2) Compared to income from continuing operations.

PROFITABILITY WELL DIVERSIFIED BY BUSINESS*

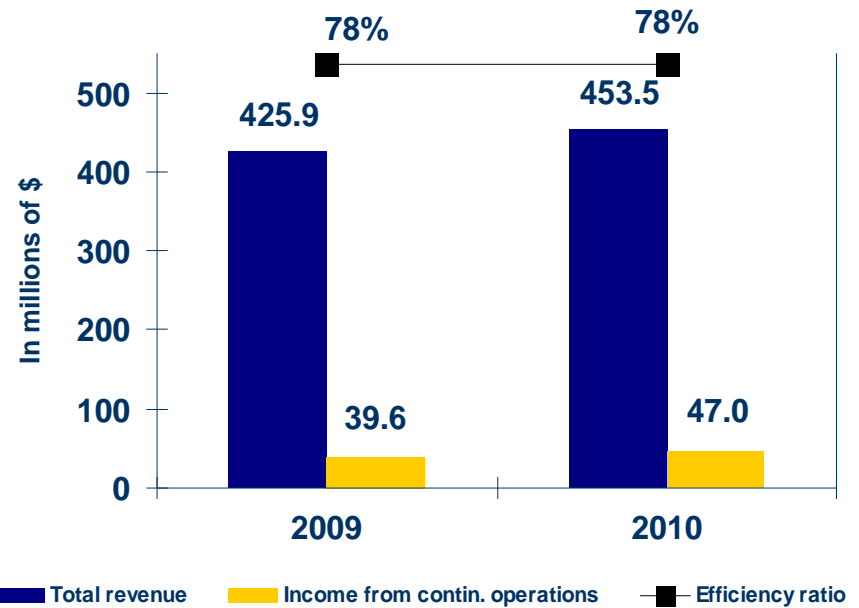
For the year ended October 31, 2010



* Excluding segment Other

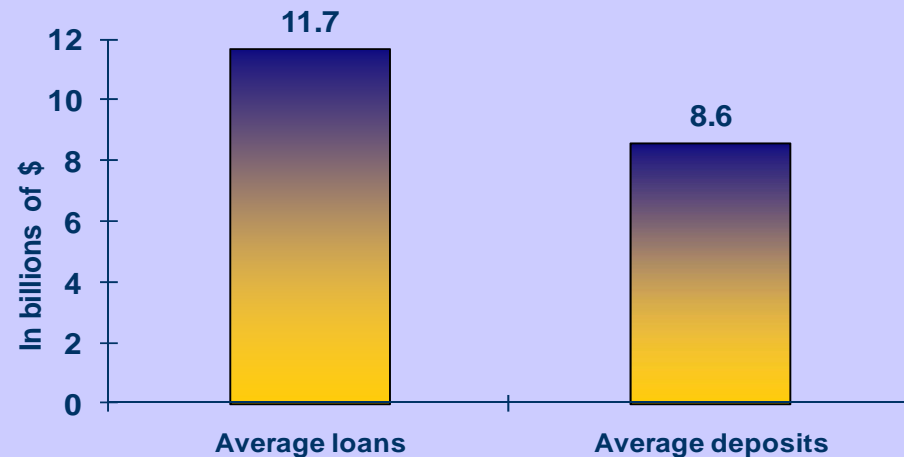
2010 Highlights

- Strong growth in income from continuing operations: 19% YoY
- Solid loan growth: 5% YoY
- Good deposit growth: 7% YoY
- Good revenue growth: 6% YoY
- Stable provision for loan losses: \$40.9 M vs \$41.9 M in 2009



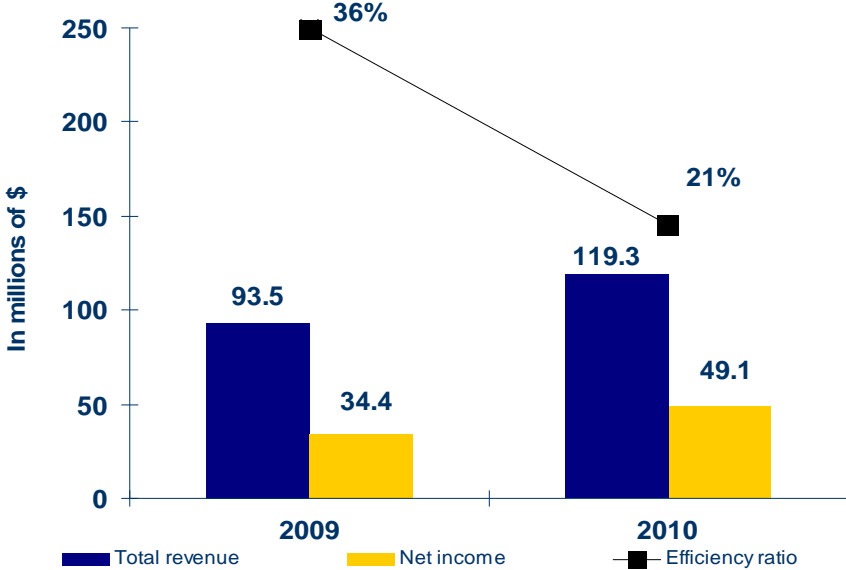
Business Segment's Profile

- Complete range of services and products to retail clients and SMEs
- 3rd largest branch network in Quebec with 157 branches
- 413 ATMs
- 19 commercial banking centers



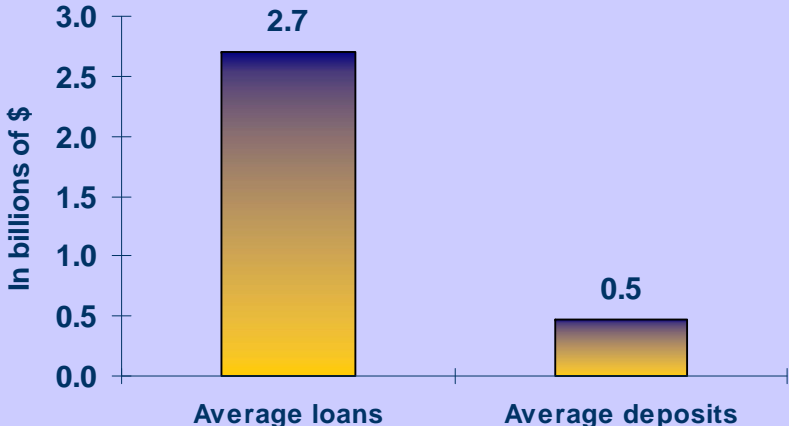
2010 Highlights

- Exceptional growth in net income: 43% YoY
- Solid growth in loans and BAs: 12% YoY
- Strong revenue growth: 28% YoY
- Non-interest expenses: -26% YoY, as 2009 included charges for specific operational issues, mostly recovered in 2010
- Higher loan losses: \$24.1 M vs \$9.8 M in 2009



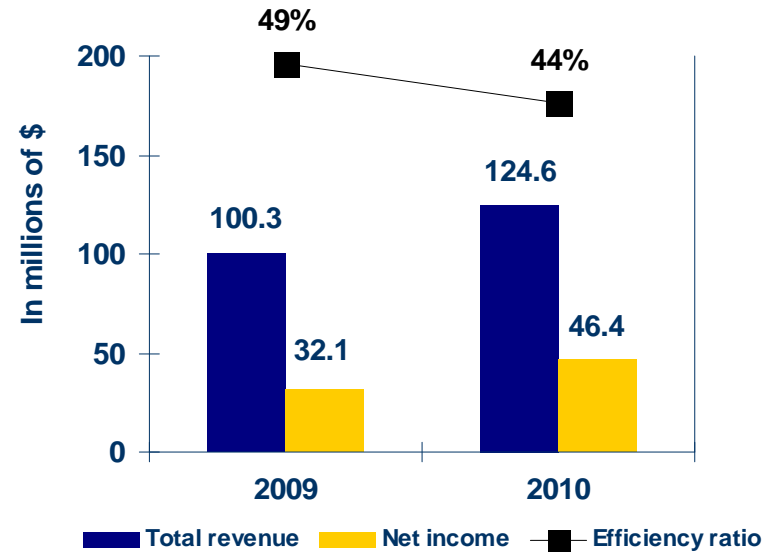
Business Segment's Profile

- Construction loans and term financing in major Canadian cities, mainly residential condo and housing projects, shopping centers and office buildings
- 8 real estate financing centers in Canada
- 4 commercial financing centers in Ontario and 2 in Quebec



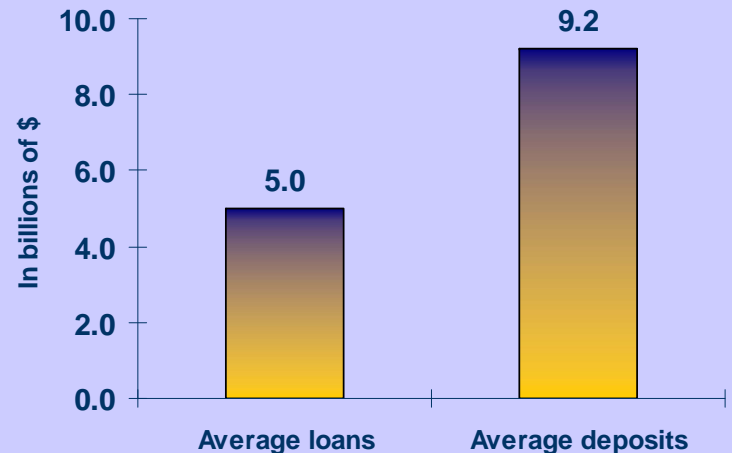
2010 Highlights

- Outstanding growth in net income: 45% YoY
- Strong revenue growth: 24% YoY
- Positive operating leverage: 13%
- Solid loan growth: 16% YoY
- Higher net interest income: 26% YoY due to volume growth and improved margins
- Lower loan losses: \$3.0 M vs \$4.3 M in 2009



Business Segment's Profile

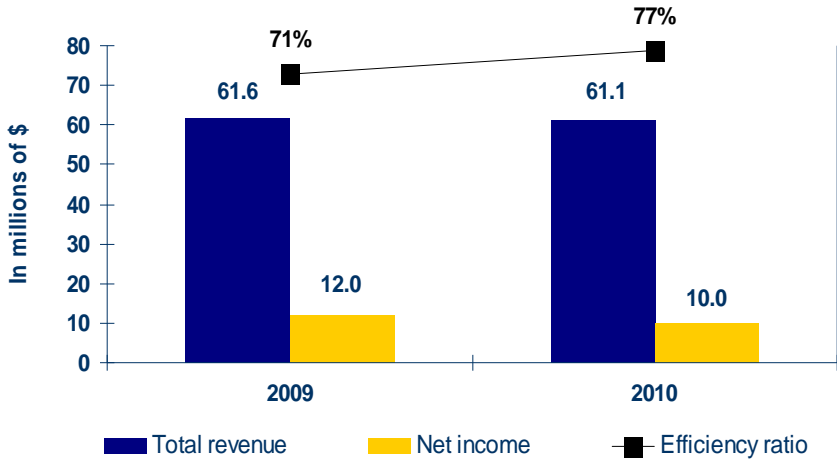
- Specializes exclusively in serving the financial intermediary community (financial advisors, mortgage brokers, insurance agents)
- Offers banking products as a third-party, such as investment and RRSP loans, prime mortgages and deposits
- Offices in Toronto, Montreal, Calgary, Vancouver and Halifax



LAURENTIAN BANK SECURITIES & CAPITAL MARKETS

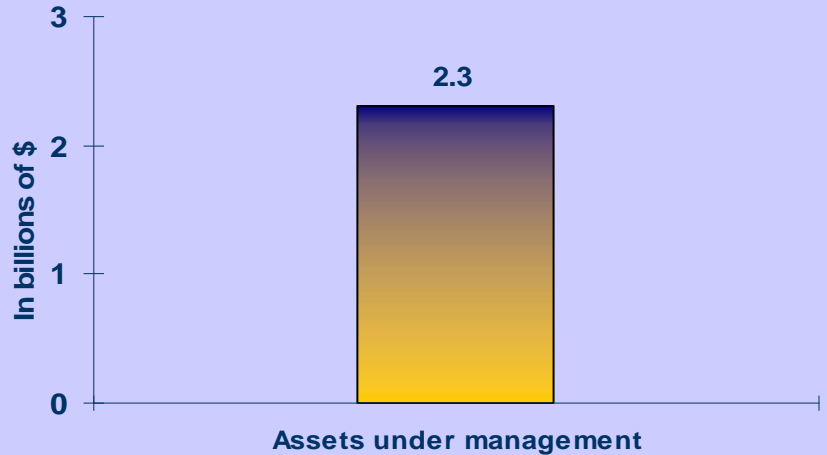
2010 Highlights

- Improved performance from Retail Brokerage and Institutional Equity divisions offset by weaker performance from capital market operations and the Fixed Income division
- Higher non-interest expenses: 8% YoY, due to higher variable compensation and salaries relating to new hires



Business Segment's Profile

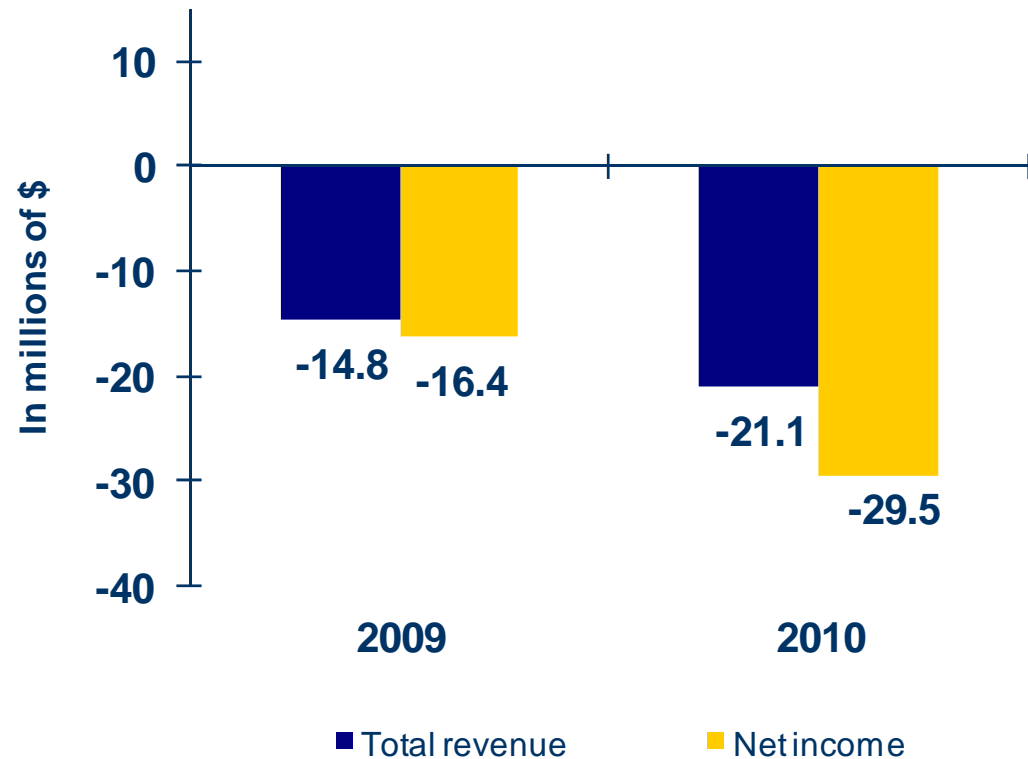
- Complete range of brokerage services offered to institutional and retail clients
- 15 retail brokerage offices in Quebec and Ontario
- Well-recognized in the Canadian Institutional Fixed Income arena





2010 Highlights

- Improved asset-liability management activities but sharply lower income from securitization, negatively impacting net income



OUR ACCOMPLISHMENTS PROMOTE SUSTAINABLE GROWTH

2010 Accomplishments

Retail & SME Quebec	<ul style="list-style-type: none"> •Added mobile bankers •More financial planners •Broadened special teams serving SMEs •Rolled out CRM to all financial advisors' desktops
Real Estate and Commercial	<ul style="list-style-type: none"> •Opened a real estate loan syndication desk •Increased personnel by 15%
B2B Trust	<ul style="list-style-type: none"> •Increased sales of prime mortgages through mortgage brokers •Expanded relationships with MGAs
Laurentian Bank Securities & Capital Markets	<ul style="list-style-type: none"> •Expanded Fixed Income presence in Canada •Further developed Institutional Equities and Retail Brokerage operations
Bank-wide	<ul style="list-style-type: none"> •Provided all managers with leadership training •Received an upgrade in our credit rating from S&P

	2011 OBJECTIVES
Revenue growth	>5%
Efficiency ratio	70% to 67%
Return on common shareholders' equity	11.0% to 13.0%
Diluted earnings per share	\$4.80 to \$5.40

Key Assumptions

- Canadian economy transitioning from recession to recovery
- Ongoing pressure on pricing and margins
- Loan growth continuing at a healthy rate in 2011
- Costs increasing due to regulatory requirements, salaries and pension costs

- **Réjean Robitaille**, President and Chief Executive Officer
- **Michel C. Lauzon**, Executive Vice-President and Chief Financial Officer
- **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 C. Trudeau**, Senior Vice-President, Capital Markets of the Bank, and President and Chief Executive Officer of Laurentian Bank Securities
- **Louis Marquis**, Senior Vice-President, Credit
- **Stéphanie Pelletier**, Vice-President, Finance
- **Pierre Minville**, Senior Vice-President and Chief Risk Officer
- **André Lopresti**, Vice-President and Chief Accountant
- **Gladys Caron**, Vice-President, Public Affairs, Communications and Investor Relations

APPENDICES

- **3rd largest financial institution in Québec** in terms of branches and **7th largest Canadian Schedule I chartered bank** based on assets
- **More than 200 points of service** across Canada, including **157 retail branches** and **413 ABMs**
- **\$23.8 billion of assets** on balance sheet as of October 31, 2010
- **Main markets:** Province of Québec with significant activities elsewhere in Canada (37% of total loans come from outside of Québec)
- **More than 3,600 employees**
- **Founded in 1846**

For the year ended October 31, 2010

Retail & SME Quebec

Real Estate & Commercial

B2B Trust

LB Securities & Capital Markets

% of total revenue 60%

16%

16%

8%

% of net income 31%

32%

30%

7%

- Personal Banking: Transactional, financing and investment products and services
- Small and Medium-Sized Enterprises: Financing solutions and services such as exchange transactions, electronic banking and processing of international transactions
- Approximately 2,000 employees
- 157 retail branches in Quebec
- 19 commercial offices in Quebec

- Real estate financing throughout Canada
- Commercial financing in Ontario
- Commercial financing in Québec

- Approximately 150 employees
- 11 offices in Ontario, Western Canada and Quebec

- Financial products and services offering
- Distributed through a network of more than 15,000 independent financial advisors for distribution to their clients throughout Canada

- Approximately 350 employees
- Sales offices in Montréal, Calgary, Halifax and Vancouver

Complete range of brokerage services offered through a network of 15 offices in Quebec and Ontario

- Institutional – Fixed Income
- Institutional – Equity
- Retail Brokerage Services
- Business Services

Bank-related capital market activities

- Approximately 225 employees
- 15 offices in Quebec and Ontario

- \$9.1 billion in residential mortgage loans and home equity lines of credit
- \$0.5 billion in personal lines of credit
- \$0.9 billion in average commercial loans - SME Québec
- Total deposits: \$8.9 B

- \$0.7 billion in commercial loans
- \$1.6 billion in commercial mortgage loans
- Total deposits: \$0.5 B

- \$2.9 billion in investment and RRSP loans
- \$2.2 billion in brokered mortgages
- Total deposits: \$9.2 B
- Assets under administration: \$3.9 B

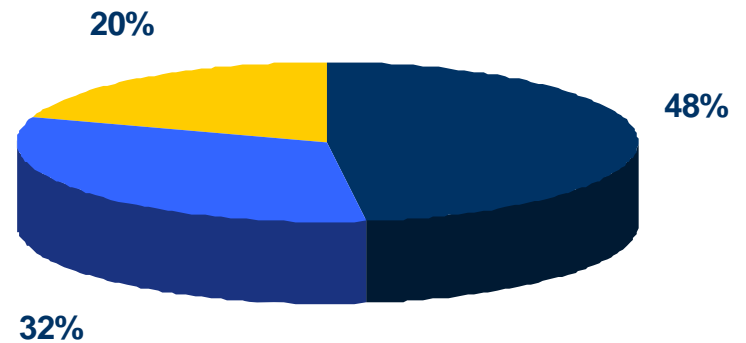
- Assets under administration: \$2.3 B

Geographic Diversification of Loans
(as at October 31, 2010)



- Quebec
- Elsewhere in Canada

Sectoral Diversification of Loans
(as at October 31, 2010)

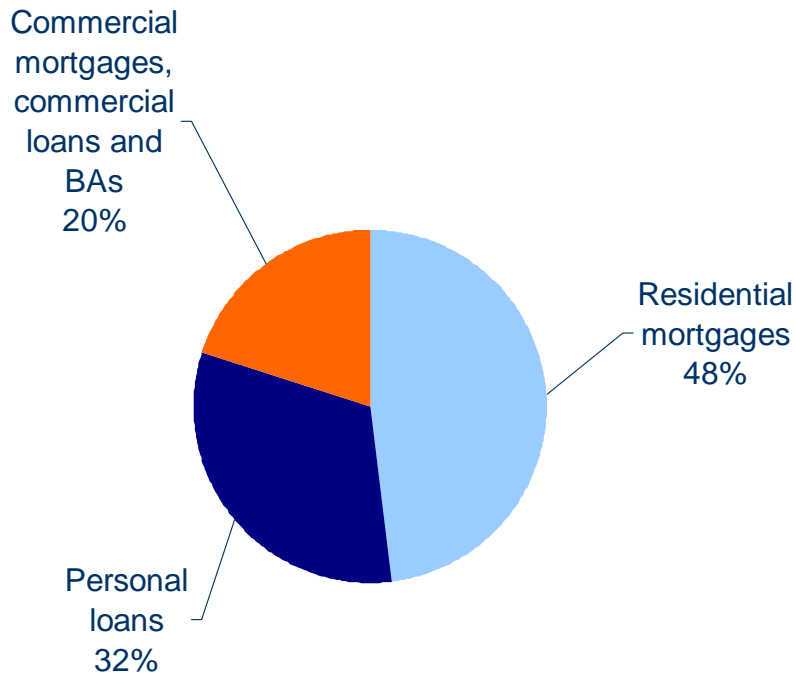


- Residential mortgages
- Personal loans
- Commercial mortgages, commercial loans and BAs

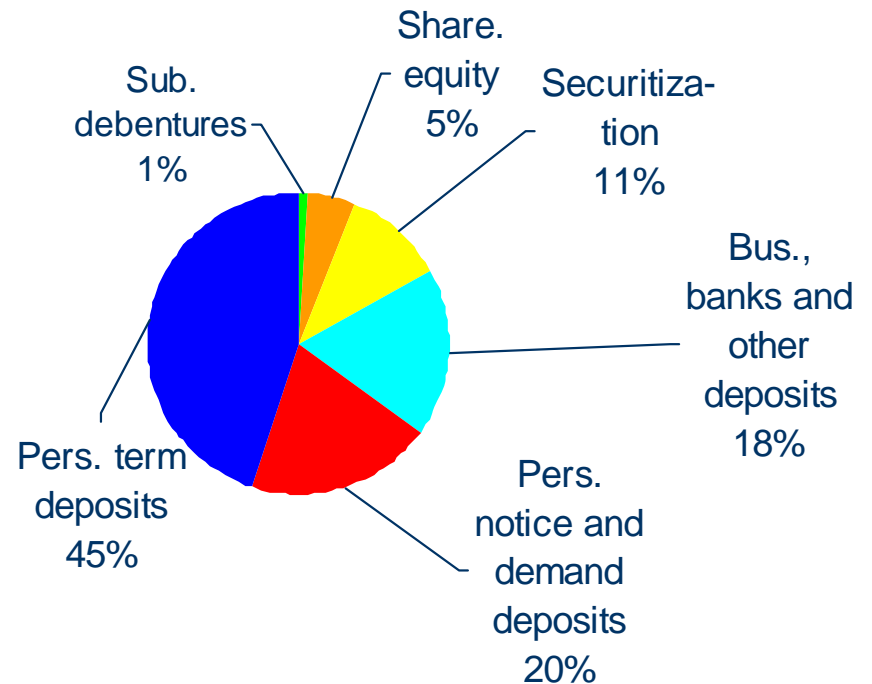


LOAN PORTFOLIOS AND FUNDING

Loan portfolios (October 31, 2010)



Funding sources to support lending activities (October 31, 2010)



Réjean Robitaille

President and Chief Executive Officer
President of Laurentian Bank since 2006
With Laurentian Bank since 1988

Michel C. Lauzon

**Executive Vice-President
and Chief Financial Officer**
With Laurentian Bank since 2009
and from 1988 to 1998

Lorraine Pilon

**Executive Vice-President
Corporate Affairs and Secretary**
With Laurentian Bank since 1990

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

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

Chairman of the Board
Laurentian Bank of Canada
Chartered Accountant and
Corporate Director

Lise Bastarache (2006)

Economist and Corporate Director

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 Labonté (2009)

Corporate Director

Carmand Normand (2004)

Chairman of the Board
Addenda Capital Inc.

Jacqueline C. Orange (2008)

Corporate Director

Marie-France Poulin (2009)

Vice-President
Camanda Group

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.