

INVESTOR PRESENTATION

Third Quarter 2018

Conference call

September 4, 2018 at 11:00 am



Caution Regarding Forward-Looking Statements

In this document and in other documents filed with Canadian regulatory authorities or in other communications, we 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 our business plan and financial objectives including statements contained in our 2017 Annual Report and in our Third Quarter 2018 Report to Shareholders under the heading "Outlook". The forward-looking statements contained in this document are used to assist readers in obtaining a better understanding of our 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 prospect, 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 we believe that the expectations reflected in these forward-looking statements are reasonable, we can give no assurances that these expectations will prove to be correct. Certain important assumptions by us in making forward-looking statements include, but are not limited to, our estimates and statements regarding our business plan and financial objectives including statements contained in our 2017 Annual Report under the heading "Outlook".

We caution 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: changes in capital market conditions, changes in government monetary, fiscal and economic policies, changes in interest rates, inflation levels and general economic conditions, legislative and regulatory developments, changes in competition, modifications to credit ratings, scarcity of human resources, developments with respect to labour relations, as well as developments in the technological environment. Furthermore, these factors include the ability to execute our plan and in particular the successful reorganization of retail branches, the modernization of the core banking system and the adoption of the Advanced Internal Ratings-Based Approach to credit risk (the AIRB Approach).

We further caution that the foregoing list of factors is not exhaustive. For more information on the risks, uncertainties and assumptions that would cause our actual results to differ from current expectations, please also refer to the "Risk Appetite and Risk Management Framework" on page 44 of our Management's Discussion and Analysis as contained in our 2017 Annual Report, as well as to other public filings available at www.sedar.com.

We do not undertake to update any forward-looking statements, whether oral or written, made by us or on our behalf, except to the extent required by securities regulations.

NON-GAAP MEASURES

Management uses both generally accepted accounting principles (GAAP) and certain non-GAAP measures to assess the Bank's performance. The Bank's non-GAAP measures presented throughout this document exclude the effect of certain amounts designated as adjusting items due to their nature or significance. These non-GAAP measures are considered useful to readers in obtaining a better understanding of how management analyzes the Bank's results and in assessing underlying business performance and related trends. 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 issuers.



FRANÇOIS DESJARDINS

President and Chief
Executive Officer



Mortgage Loan Portfolio Review



Completed

- **Successful resolution with CMHC in Q3/18**
- **Successful resolution with the TPP in Q2/18**
- **Enhanced quality controls and origination processes**



New Executive Appointments



Deborah Rose

Chief Operating Officer

Previous roles: EVP, Intermediary Banking & CIO of Laurentian Bank, President & CEO of B2B Bank & LBC Tech

Joined the Bank: 2011

Current role since: June 2018

William Mason

Chief Risk Officer

Joined the Bank: June, 2018

Previous experience: Managing Director in a Lead Supervisor role OSFI, Senior risk and ALM roles at Canadian & international banks

Craig Backman

Executive Vice President, Personal Digital Banking,

Joined the Bank: August, 2018

Previous experience: Senior roles in digital products and strategy at RBC and TD Bank and in the consumer products industry

John Penhale

Senior Vice President, Integrated Risk Management

Joined the Bank: June, 2018

Previous experience: Senior roles in risk management at TD Bank and CIBC

Vania Artinian

Senior Vice President, Internal Audit

Will join the Bank: September, 2018

Previous experience: Senior roles at State Street, Royal Bank and Genworth



Building a Strong Foundation

Foundation



Investments	Progress
<ul style="list-style-type: none">• Core Banking System	<ul style="list-style-type: none">• Migration of B2B Bank and most of Business Services products in Q4/18
<ul style="list-style-type: none">• Digital Banking Products	<ul style="list-style-type: none">• Launch transactional products at:<ul style="list-style-type: none">○ B2B Bank through independent advisor network across Canada○ Laurentian Bank direct to consumers gradually across Canada
<ul style="list-style-type: none">• New Montreal Corporate Office	<ul style="list-style-type: none">• Move to new premises underway and will be complete in the fall of 2018
<ul style="list-style-type: none">• AIRB	<ul style="list-style-type: none">• Working towards adoption in late 2020 ⁽¹⁾

2018 & 2019: A time of investment in our people, processes and technology. We expect these investments to impact our efficiency ratio.



(1) Pending regulatory approval

Investing in Profitable Growth

Growth



Q3/18 vs Q3/17

- **Strategic loan growth**
 - Loans to business customers: up 14%
- **Deposits:**
 - Personal deposits up 6%



Performance



- **Adjusted net income: \$59.4M**
- **Adjusted ROE: 10.0%**
- **Adjusted efficiency ratio: 69.7%**
- **CET1 ratio: 8.8%**

Strategic Objectives

Foundation



**Building a
Strong
Foundation**

Growth



**Investing in
Profitable
Growth**

Performance



**Improving
Performance**



FRANÇOIS LAURIN

Executive Vice-President
and Chief Financial Officer



FINANCIAL RESULTS

Mortgage Loan Portfolio Review – Successfully resolved with CMHC in Q3/18

- Situation with CMHC is now resolved
- \$135M of mortgage loans that were inadvertently portfolio insured and sold into CMHC’s securitization programs were identified and repurchased in Q3/18, within the guidance given last quarter
- Mortgage loans have no credit issues and low LTVs
- \$20M cash reserve deposit will be released in Q4/18
- Securitization programs remain available and the Bank has been securitizing mortgage loans as usual during 2018
- No material impact on the Bank’s business, capital, operations, liquidity and funding

In millions of Canadian dollars	Total	Status
Total mortgage loans sold ⁽¹⁾	\$ 5,157	-
Mortgage loans inadvertently sold as at January 31, 2018 ^{(2) (3)}	\$ 88	✓
Mortgage loans inadvertently sold identified during Q3/18 ^{(2) (4)}	135	✓
Total mortgage loans inadvertently sold and identified	\$ 223	✓

(1) As at September 30, 2017, as reported in our 2017 Annual Report, excluding the impact of repurchases, and new securitizations to CMHC. As at July 31, 2018, mortgage loans sold into CMHC’s securitization programs totaled \$4,711 million. The variation from what was previously disclosed is due to new securitizations, net repayments and the aforementioned repurchases

(2) Loans inadvertently sold relate to low LTV mortgage loans which did not meet CMHC criteria

(3) Repurchased in Q2/18

(4) Repurchased in Q3/18



Mortgage Loan Portfolio Review – Successfully resolved with TPP in Q2/18

In millions of Canadian dollars	B2B Bank	Branch network	Total	Status
Total mortgage loans sold ⁽¹⁾	\$ 655	\$ 1,157	\$ 1,812	-
Ineligible mortgage loans identified ^{(2) (4)}	\$ 89	-	\$ 89	✓
Mortgage loans inadvertently sold ^{(3) (4)}	1	90	91	✓
Ineligible mortgage loans identified during Q3/18 ⁽⁵⁾	-	115	115	✓
Total ineligible mortgage loans inadvertently sold and identified	\$ 90	\$ 205	\$ 295	✓

(1) As at September 30, 2017, as reported in our 2017 Annual Report, excluding the impact of repurchases. As at July 31, 2018, mortgage loans sold to the TPP by B2B Bank and the branch network totaled \$504 million and \$742 million respectively. The variations from what was previously disclosed are due to net repayments and the aforementioned repurchases

(2) Mortgage loans with documentation issues ineligible for securitization

(3) Loans inadvertently sold relate to low LTV mortgage loans which did not meet the TPP criteria for securitization

(4) Repurchased in the first half of 2018

(5) Repurchased in Q3/18



Q3/18 Financial Performance

Adjusted ⁽¹⁾	Q3/18	Q/Q	Y/Y
Net Income (\$M)	\$ 59.4	- 8 %	- 1 %
Diluted EPS	\$ 1.34	- 9 %	- 18 %
ROE	10.0 %	-160 bps	- 300 bps
Efficiency Ratio	69.7 %	460 bps	410 bps

Reported	Q3/18	Q/Q	Y/Y
Net Income (\$M)	\$ 54.9	- 7 %	- %
Diluted EPS	\$ 1.23	- 8 %	- 17 %
ROE	9.2 %	- 130 bps	- 260 bps
Efficiency Ratio	71.8 %	420 bps	390 bps

Y/Y Highlights

- Q3/18 EPS and ROE were impacted by a higher level of capital

Q/Q Highlights

- Q2/18 results were favorably impacted by the gain on sale of a commercial loan portfolio contributing \$0.11 to EPS and 90 bps to ROE
- Q3/18 results were impacted by lower loan losses, lower net interest margins and higher expenses as detailed in the following pages

- Reported measures were impacted by adjusting items such as restructuring charges and items related to business combinations (details on the next page and in the appendix on Non-GAAP Measures)

(1) Certain measures presented throughout this document exclude the effect of certain amounts designated as adjusting items due to their nature or significance. Refer to the Non-GAAP Measures appendix for further details



Adjusting Items in Q3/18

(\$ millions, except per share amounts)	Q3/18			Q2/18		
	Before taxes	After taxes	EPS	Before taxes	After taxes	EPS
Adjusting Items						
<i>Restructuring charges</i>	\$ 2.2	\$ 1.6	\$ 0.04	\$ 1.8	\$ 1.3	\$ 0.03
Items related to business combinations						
Amortization of net premium on purchased financial instruments	\$ 0.5	\$ 0.4	\$ 0.01	\$ 0.6	0.4	0.01
Amortization of acquisition-related intangible assets	3.4	2.4	0.06	3.0	2.4	0.06
Other costs related to business combinations	–	–	–	1.8	1.3	0.03
<i>Total items related to business combinations</i>	\$ 3.9	\$ 2.8	\$ 0.07	\$ 5.3	\$ 4.1	\$ 0.10
Total adjusting items ⁽¹⁾	\$ 6.2	\$ 4.5	\$ 0.11	\$ 7.1	\$ 5.4	\$ 0.13

(1) The impact of adjusting items does not add due to rounding

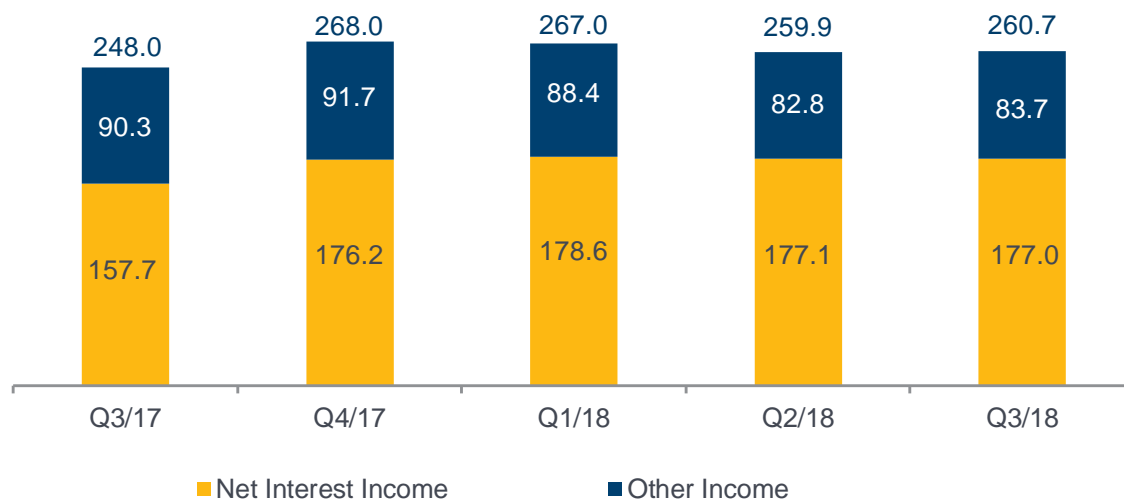


Total Revenue

(\$ millions)	Q3/18	Q/Q	Y/Y
Net Interest Income	\$ 177.0	- %	12 %
Other Income	83.7	1 %	- 7 %
Total Revenue	\$ 260.7	- %	5 %

Total Revenue

(\$ millions)



Total Revenue

Y/Y Highlights

- Net interest income: up \$19.3 M Y/Y, mainly due to strong volume growth in the commercial loan portfolios, resulting mainly from the acquisition of NCF, as well as from the higher margins earned on these loans
- Other income: down \$6.6M Y/Y mainly due to lower deposit service charges and lower income from brokerage activities

Q/Q Highlights

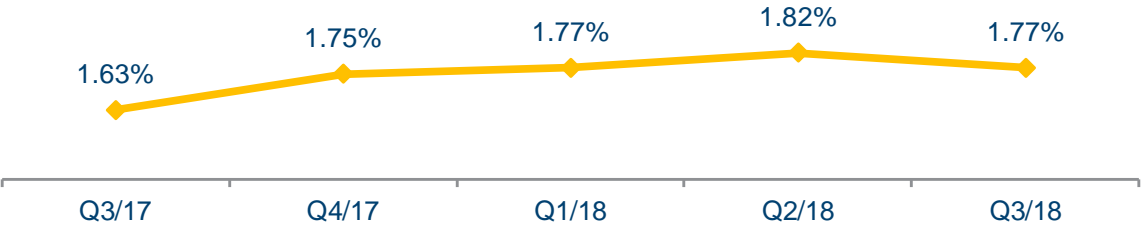
- Net interest income essentially unchanged Q/Q as the higher level of liquid assets was partly offset by the positive impact of three additional days in the third quarter
- Other income: up \$0.9M Q/Q as higher income from treasury and financial markets more than offset the impact of the gain on the sale of the agricultural loan portfolio recorded in Q2/18



Net Interest Margin (NIM)

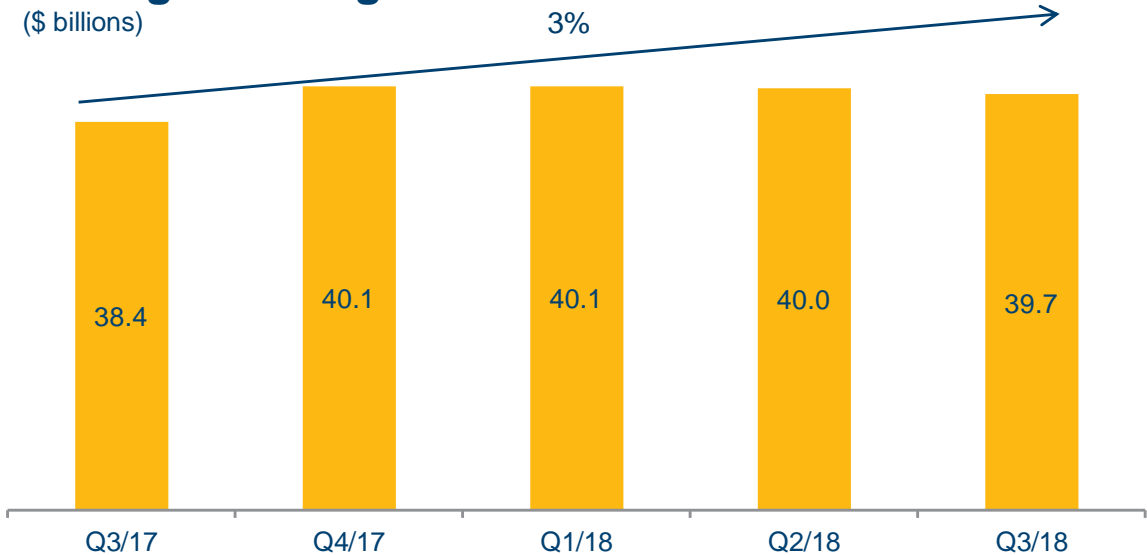
Net Interest Margin

(on average earning assets)



Average Earning Assets

(\$ billions)



- **NIM Q3/18 vs Q2/18**
 - 5 bps decrease driven by a higher level of liquid assets
- **NIM Q3/18 vs Q3/17**
 - 14 bps increase mainly due to the higher proportion of higher-yielding loans to business customers and recent increases in the prime rate, partly offset by the higher level of lower yielding liquid assets
- **Average earning assets increased 3% Y/Y:**
 - Loans to business customers up 14% Y/Y including the acquisition of NCF in Q4/17
 - Residential mortgage loans through independent brokers and advisors stable Y/Y
 - Residential mortgages through the branch network down 10% Y/Y
 - Personal loans down 10% Y/Y
- **Over the last six months, we have been managing asset growth more tightly to optimize the profitability of the product mix and the related risk-weighted exposures**



Other Income

Other Income (\$ millions)	Q3/18	Q/Q	Y/Y
Deposit Service Charges	\$ 12.3	- 1 %	- 13 %
Lending Fees	16.8	12 %	- 1 %
Card Service Revenues	8.5	1 %	- 3 %
Fees and Commissions on Loans and Deposits	\$ 37.6	5 %	- 6 %
Income from Brokerage Operations	\$ 16.2	13 %	- 11 %
Income from Sales of Mutual Funds	11.9	1 %	-2 %
Income from Investment Accounts	4.8	- 7 %	- 6 %
Income from Treasury and Financial Market Operations	5.4	261 %	1 %
Other ⁽¹⁾	7.8	- 44 %	-19 %
	\$ 83.7	1 %	- 7 %

Other income

Y/Y Highlights

- Fees and commissions on loans and deposits decreased by \$2.2M Y/Y, mainly driven by lower transaction fees and service charges as clients continue to modify their banking behavior and as we simplify our product offering
- Income from brokerage operations down \$2.1M Y/Y, reflecting a lower activity level

Q/Q Highlights

- Income from treasury and financial market operations up \$3.9M mainly due to improved performance from treasury operations
- Income from brokerage operations up \$1.9M, mostly related to fixed income activities
- Other decreased by \$6.2M as Q2/18 included a \$5.3M gain on the sale of the agricultural loan portfolio

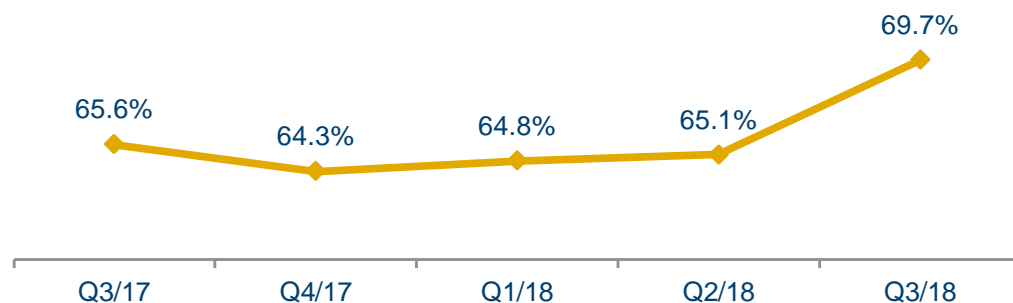


(1) Includes net Insurance Income, Leasing Revenues and Other

Non-Interest Expenses (NIE)

Adjusted NIE (\$ millions)	Q3/18	Q/Q	Y/Y
Salaries and Employee Benefits	\$ 93.0	2 %	4 %
Premises and Technology	48.8	2 %	8 %
Other	39.9	35 %	40 %
	\$ 181.6	7 %	12 %

Adjusted Efficiency Ratio



Adjusted NIE

Y/Y Highlights

- Adjusted NIE up 12% Y/Y mainly due to:
 - The acquisition of NCF in Q4/17
 - Regular salary increases
 - Higher technology costs related to running two core-banking platforms
 - Higher other non-interest expenses:
 - Advisory service expenses to support our plan
 - Additional regulatory expenses, including increases in deposit insurance costs and other costs related to various compliance projects such as the conversion to IFRS 9
 - Costs related to the mortgage loan portfolio review
 - \$1.5M charge resulting from the cancellation of mortgage portfolio insurance

Q/Q Highlights

- Adjusted NIE up 7% Q/Q mainly due to:
 - Higher other non-interest expenses (see Y/Y items above)

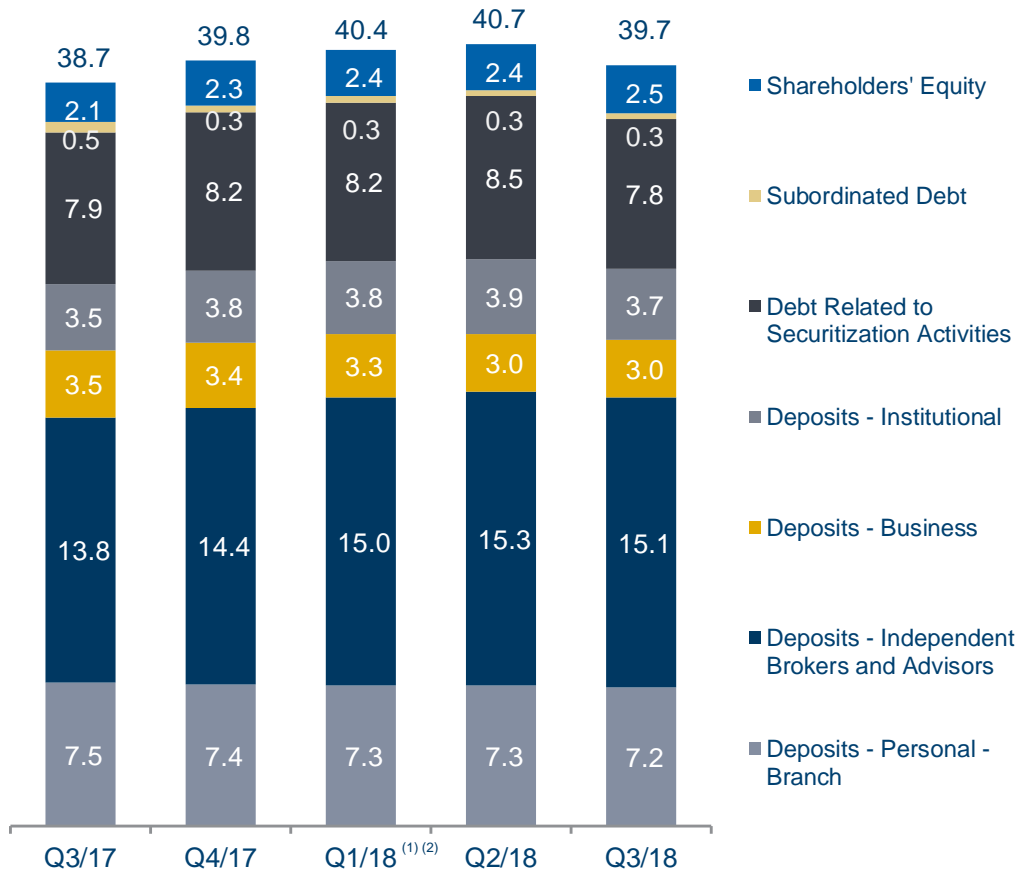
Adjusted efficiency ratio

- Increase of 410 bps Y/Y reflecting:
 - Our investment in people, processes and technology
 - Our prudent and conservative balance sheet management
- We expect that this ratio will remain volatile and high over the next few quarters



Optimizing Bank Funding Through Well Diversified Sources

Funding (\$ billions)



Continue to optimize sources of funds which are well diversified and stable

Total deposit growth (down 1% Q/Q and up 3% Y/Y):

- Minimal attrition in branch deposits (down 1% Q/Q and down 3% Y/Y) and in line with expectations given branch mergers
- Growth in deposits through independent brokers and advisors (down 1% Q/Q and up 10% Y/Y)
- Growth in institutional deposits (down 4% Q/Q and up 8% Y/Y)
- Business deposits (down 1% Q/Q and down 15% Y/Y)

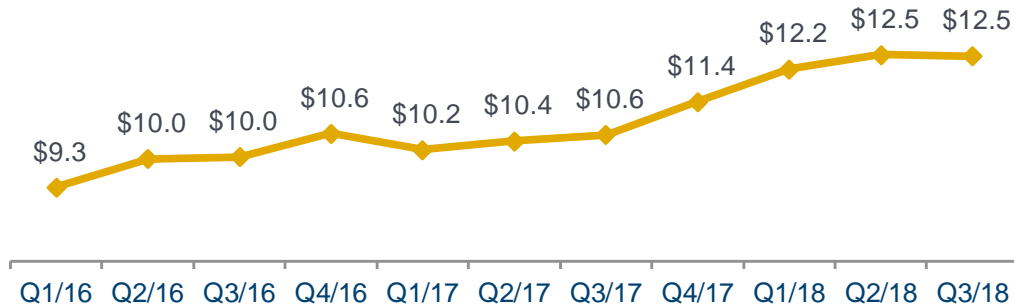


(1) Issued common shares for net proceeds of \$139.2M
 (2) Repurchased preferred shares of \$100.0M in Q1/18

Broker-Sourced: Non-Redeemable GIC's up / HIIA down

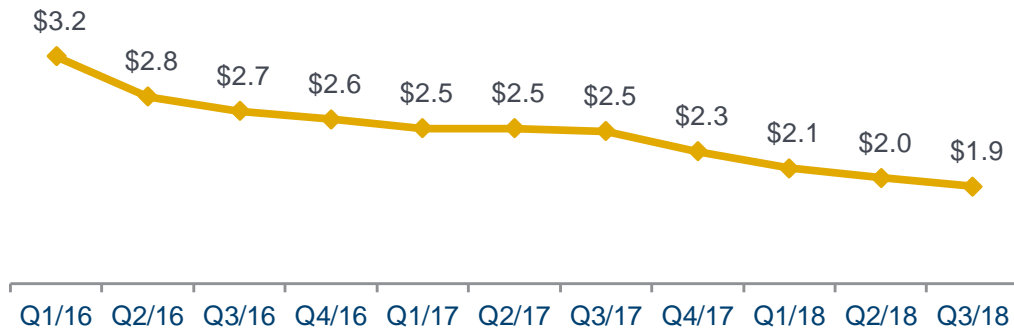
Non-Redeemable GICs - Third party

(\$ billions)



High Interest Investment Account (HIIA)

(\$ billions)



Strategic Decisions

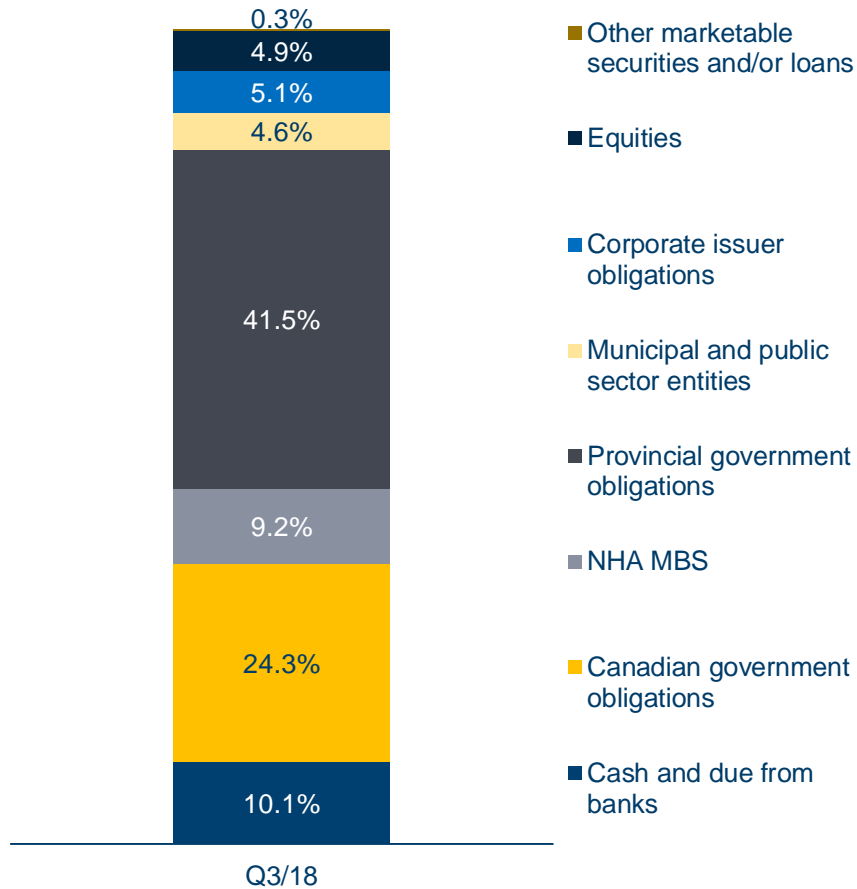
- **Increasing our Non-Redeemable Broker-Sourced GIC:**
 - We have been focusing on increasing our Non-Redeemable Broker-Sourced GIC balances over the last 2.5 years – a higher quality term funding source
 - We have confirmed our ability to increase our funding through this cost effective market while we implement our strategic plan for the Retail network and Digital Banking
- **Reduce our Broker-Sourced HIIA:**
 - We made the strategic decision 2.5 years ago to reduce our exposure to the more volatile Broker-Sourced HIIA product
 - We will continue to manage down this source of funding to optimize our funding mix and reduce risk



Conservative Liquidity Management

Composition of Liquidity Portfolio

(July 31, 2018)



Our liquidity management is rigorous, prudent and conservative

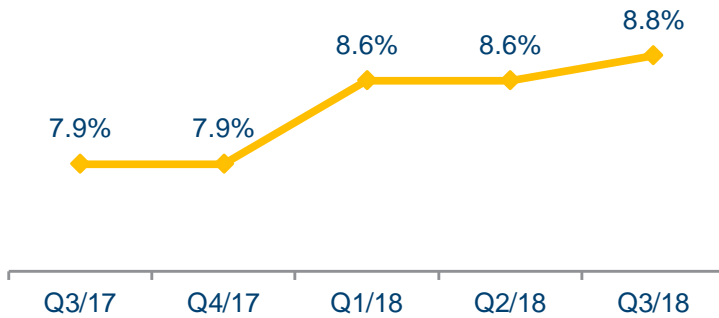
- We track two metrics that are monitored daily
 - Internal Liquidity Metric
 - Liquidity Coverage Ratio (LCR)
- Our ILM measure is more conservative than the LCR as scenarios are stressed for longer periods of time and for higher run-offs

Nearly 90% of LBC's liquidity portfolio is invested in low risk, liquid assets such as Canadian Government, Provincial and Municipal securities, as well as in cash



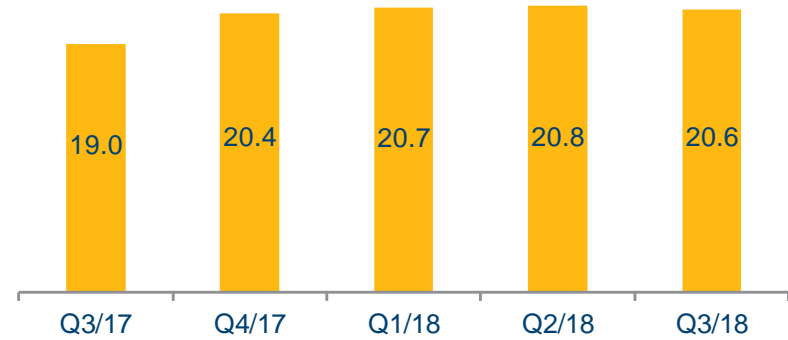
Capital Management

Common Equity Tier 1 Capital Ratio (CET1)

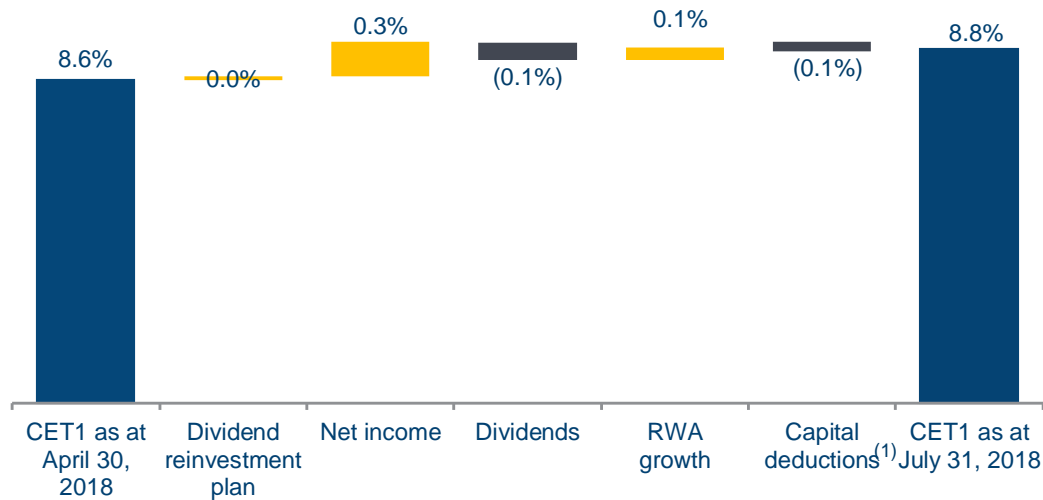


Risk-Weighted Assets

(\$ billions)



Evolution of the CET1 Ratio



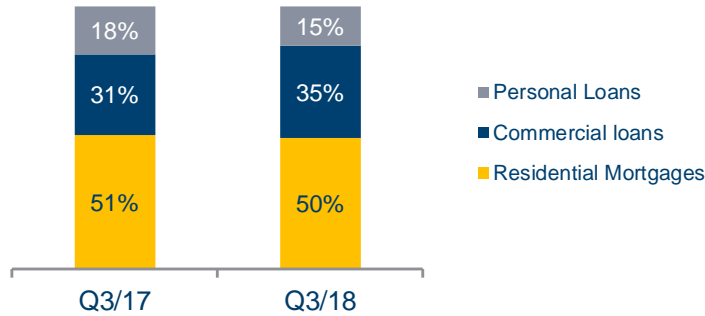
(1) Comprised of deductions for software and other intangible assets, goodwill, pension plan assets and other



RISK REVIEW

Laurentian Bank Loan Portfolios – Well Diversified

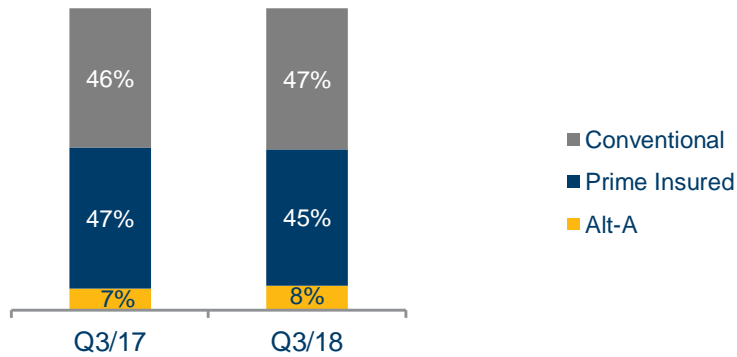
Loan Portfolio Mix



Laurentian Bank has a diversified lending product suite:

- Residential mortgages represent 50% of total loans as at Q3/18, similar to a year earlier
- Commercial loans represent 35% of total loans as at Q3/18 compared to 31% as at Q3/17 as we evolve our portfolio mix

Residential Mortgages – Insured vs Uninsured

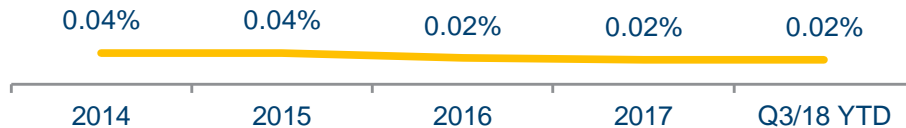


A significant portion of the Bank’s mortgage portfolio consists of insured prime mortgages:

- Declining proportion of insured mortgages given changes to eligibility requirements for mortgage insurance – an industry-wide trend
- 55% of the residential mortgage portfolio is uninsured and comprised of Conventional and Alt-A mortgages
- Alt-A mortgages are originated by B2B Bank and represent 8% of the total residential mortgage book and 4% of the total loan portfolio

Provision for Credit Losses – Residential Mortgages

(As a % of average residential mortgages)



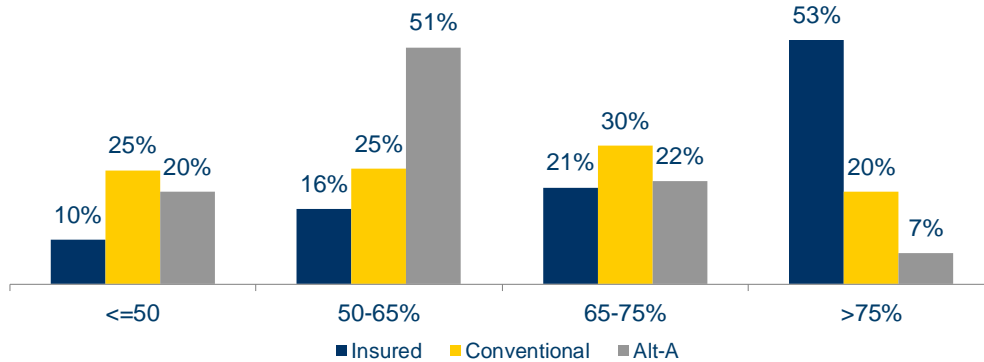
Consistently low loan losses



High Quality Mortgage Loan Portfolio – Low Loan-to-Value

Loan-to-Value Distribution

(As at July 31, 2018)

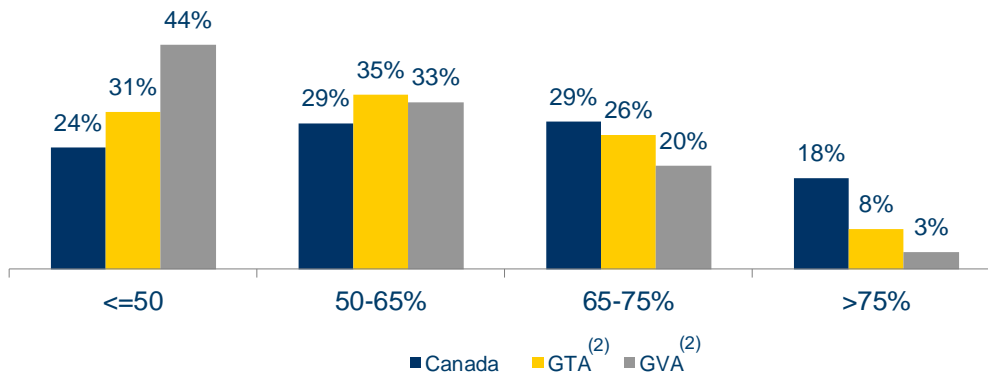


We target the high end of the Alt-A market through low LTV ratios

- Vast majority of uninsured and Alt-A mortgages have LTVs of 75% or less
 - 80% of Conventional portfolio
 - 93% of Alt-A portfolio

Loan-to-Value Distribution (Uninsured) (1)

(As at July 31, 2018)



- Substantial buffer against potential home price declines with LTVs of 75% or less
 - 82% of total portfolio
 - 92% of GTA portfolio
 - 97% of GVA portfolio



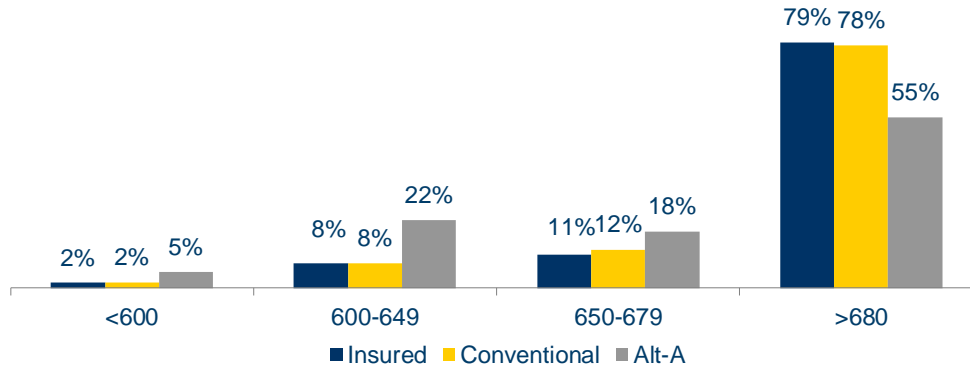
(1) Uninsured equals prime uninsured plus Alt-A

(2) GTA: Greater Toronto Area; GVA: Greater Vancouver Area

High Quality Mortgage Loan Portfolio – High Beacon Scores

Beacon Distribution

(As at July 31, 2018)



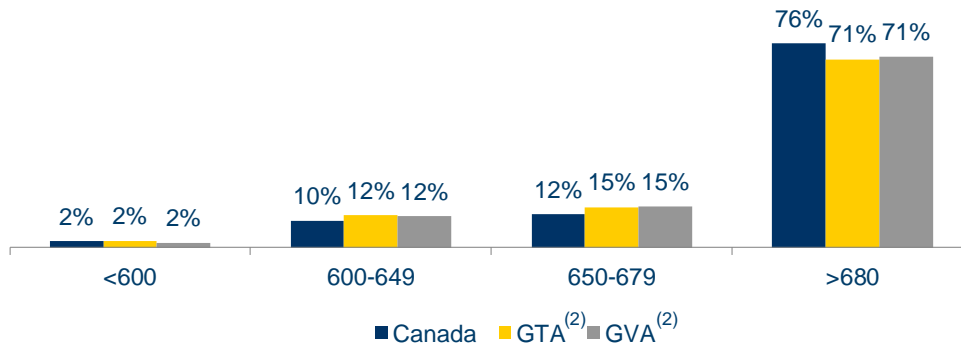
We target high end of the Alt-A market through high beacon scores

- Vast majority of Alt-A and uninsured portfolios with beacon scores > 650
 - 90% of Conventional portfolio
 - 73% of Alt-A portfolio

Geographic Beacon Distribution

(Uninsured)⁽¹⁾

(As at July 31, 2018)



- High credit worthiness of the portfolio with beacon score >650
 - 88% of total portfolio
 - 86% of GTA portfolio
 - 86% of GVA portfolio



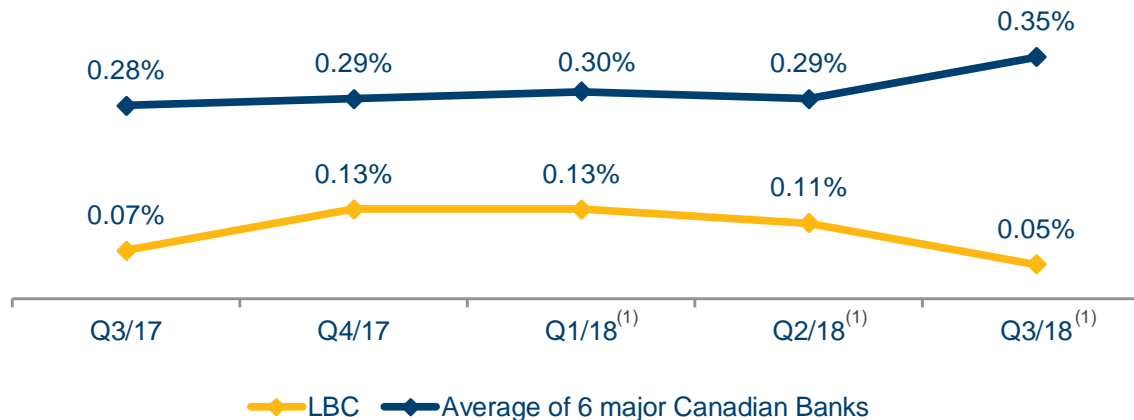
(1) Uninsured equals prime uninsured plus Alt-A

(2) GTA: Greater Toronto Area; GVA: Greater Vancouver Area

Provision for Credit Losses (PCL)

PCL

(As a % of average loans and acceptances)



Low loss ratio:

- Lower Y/Y and Q/Q:
 - Q3/18 reflected the good underlying credit quality of the loan portfolio and took into account the favourable impact of updates to risk model parameters (\$0.6M in Q3/18, \$2.8 M in Q2/18 and total favourable adjustments of \$5.0 M in Q3/17)

PCL (\$ millions)	Q3/18	Q2/18	Q3/17
Personal Loans	\$ 4.3	\$ 5.7	\$ 4.5
Residential Mortgage Loans	1.1	- 0.2	0.4
Commercial Loans	-0.5	4.0	1.8
	\$ 4.9	\$ 9.5	\$ 6.4

- 97% of our loan book is collateralized
- PCL's are expected to trend higher as the loan portfolio mix evolves

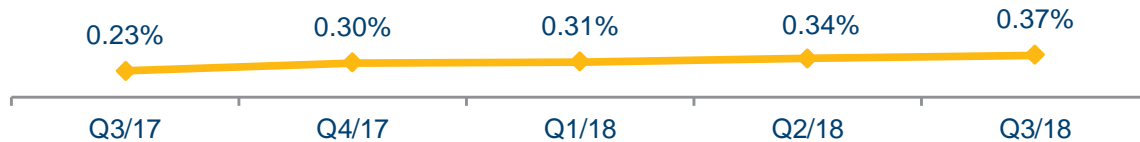


(1) In Q1/18 the 6 major Canadian Banks adopted IFRS 9. LBC will adopt IFRS 9 on November 1, 2018, therefore LBC's ratio is based on IAS 39

Impaired Loans

Net Impaired Loans (NIL) ⁽¹⁾

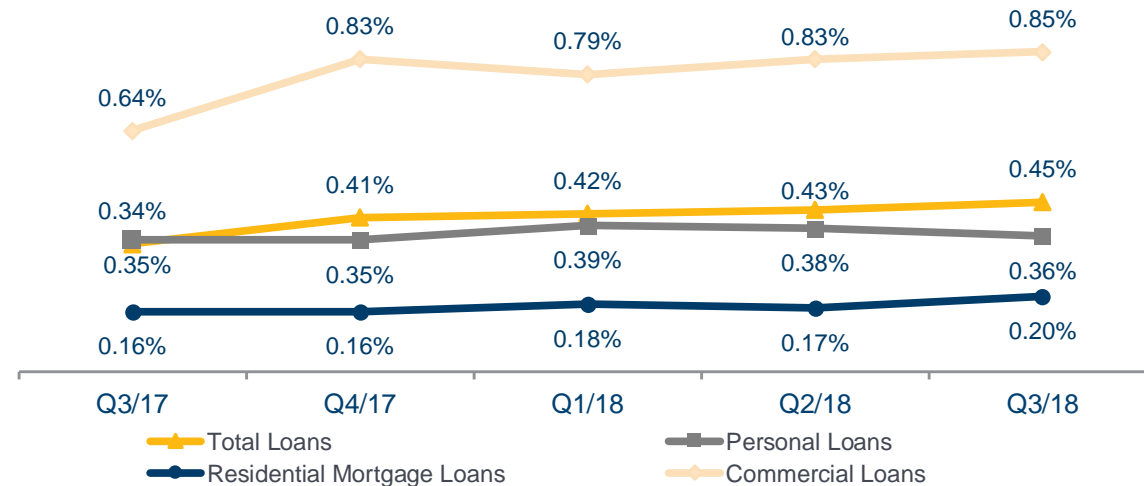
(As a % of loans and acceptances)



- Despite a slight upward trend, NIL's remain within historical fluctuations and we are provisioned adequately

Gross Impaired Loans

(As a % of loans and acceptances)



- Gross impaired loans of \$158.9M, increased by \$4.2M Q/Q, and \$40.4M Y/Y and include the impact of the evolution and overall growth in the loan portfolio
- Loan portfolios continue to perform well
- Gross impaired loans remain at relatively low levels, reflecting the good credit quality of the underlying portfolios and high collateral

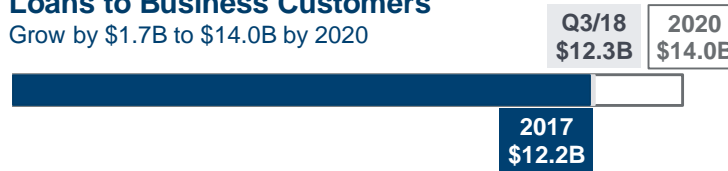
(1) Net impaired loans are calculated as gross impaired loans less individual allowances and collective allowances against impaired loans

APPENDICES

Our 2020 Medium-Term Growth Targets

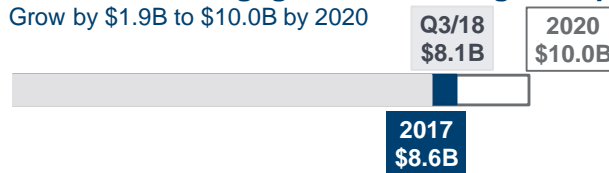
Loans to Business Customers

Grow by \$1.7B to \$14.0B by 2020



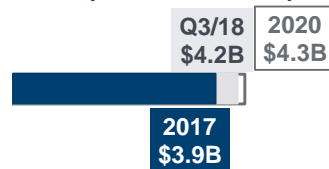
Residential Mortgage Loans Through Independent Brokers and Advisors

Grow by \$1.9B to \$10.0B by 2020



Assets Under Management at Laurentian Bank Securities

Grow by \$0.1B to \$4.3B by 2020



Assets Under Management from Retail Services Clients ⁽¹⁾

Grow by \$1.8B to \$12.6B by 2020



Total Deposits from Clients ⁽²⁾

Grow by \$1.8B to \$27.1B by 2020



(1) Including deposits and mutual funds from Retail clients

(2) Including deposits through branches, independent brokers and advisors and commercial clients

Our 2020 Medium-Term Objectives and Performance

Performance

(for the nine months ended July 31, 2018)



Performance

Adjusted
ROE ⁽¹⁾

11.0% gap at 560 bps

Narrow gap to 300 bps by 2020 ⁽²⁾

Adjusted
Efficiency Ratio

66.5%

< 65% by 2020

Adjusted
Diluted EPS

\$4.30 down 4% ⁽³⁾

Grow by 5% to 10% annually

Adjusted
Operating Leverage

0.4% ⁽³⁾

Positive

(1) Gap based on Q3/18 YTD results (the weighted average of the 6 major Canadian banks at 16.6%).

(2) Compared to the major Canadian banks and to achieve a comparable ROE by 2022.

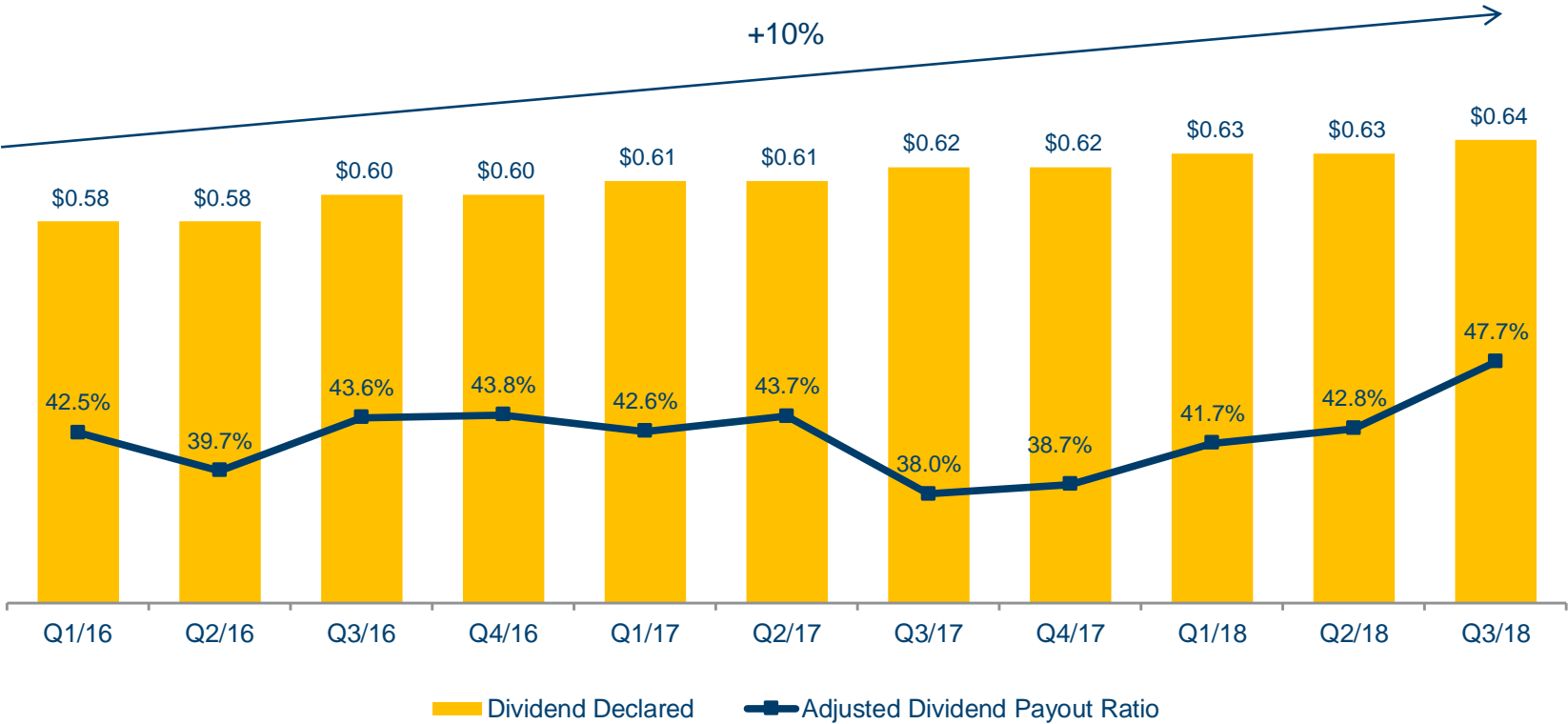
(3) Compared to Q3/17 YTD.



Dividend Growth and Adjusted Dividend Payout Ratio

Dividends Declared Per Common Share and Adjusted Dividend Payout Ratio

(\$/share and as a %)



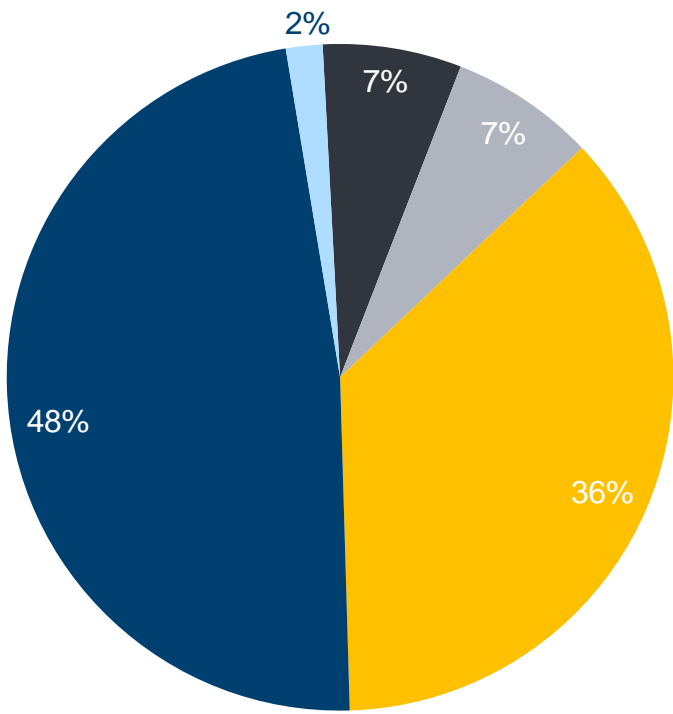
○ Q4/18 common share dividend of \$0.64 per share

○ Target payout Ratio: 40% to 50%



Residential Mortgage Portfolio

Portfolio of \$17.5B as at July 31, 2018



- British Columbia (Vancouver: 4%)
- Alberta & Prairies (Calgary: 3%)
- Ontario (Toronto: 22%)
- Quebec (Montreal: 30%)
- Atlantic Provinces

Insured, Uninsured & Loan to Value (LTV) by Province

	% of Residential Mortgage Portfolio		LTV % ⁽¹⁾
	Uninsured	Insured	
British Columbia	56	44	59
Alberta & Prairies	27	73	72
Ontario	63	37	59
Quebec	55	45	62
Atlantic Provinces	37	63	71
Total	55	45	62



(1) Reflects current estimated value, including HELOCs

Non-GAAP Measures

(\$ millions, except per share amounts)	Q3/18	Q2/18	Q3/17
Reported net income	\$ 54.9	\$ 59.2	\$ 54.8
<i>Adjusting items, net of income taxes ⁽¹⁾</i>			
Restructuring charges	\$ 1.6	\$ 1.3	\$ 1.6
Items related to business combinations			
Amortization of net premium on purchased financial instruments	0.4	0.4	0.6
Amortization of acquisition-related intangible assets	2.4	2.4	0.2
Other costs related to business combinations	–	1.3	2.8
	\$ 2.8	\$ 4.1	\$ 3.5
	\$ 4.5	\$ 5.4	\$ 5.1
Adjusted net income	\$ 59.4	\$ 64.6	\$ 59.9
Reported diluted earnings per share	\$1.23	\$ 1.34	\$ 1.48
Adjusting items	0.11	0.13	0.15
Adjusted diluted earnings per share	\$1.34	\$ 1.47	\$ 1.63

(1) The impact of adjusting items does not add due to rounding



Laurentian Bank Financial Group's Executive Team



François Desjardins

President and Chief Executive Officer

Joined the Bank: 1991; Current role since: 2015

Craig Backman

Executive Vice President, Personal Digital Banking

Joined the Bank: August, 2018

François Laurin

Chief Financial Officer

Joined the Bank: 2015; Current role since: 2015

William Mason

Chief Risk Officer

Joined the Bank: June, 2018

Deborah Rose

Chief Operating Officer

Joined the Bank: 2011; Current role since: June 2018

Stéphane Therrien

Executive Vice President, Personal & Commercial Banking

Joined the Bank: 2012; Current role since: 2015



Investor Relations Contact

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