

# INVESTOR FACT SHEET

Third Quarter 2019



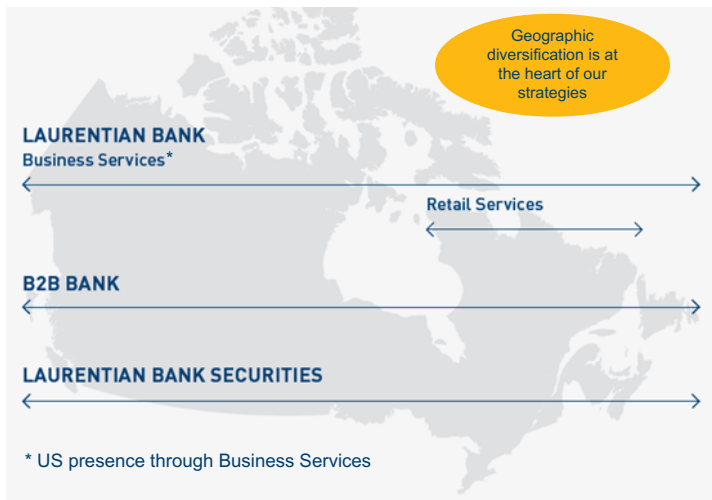
## LAURENTIAN BANK FINANCIAL GROUP OVERVIEW

Founded in 1846, Laurentian Bank Financial Group is a diversified financial services provider whose mission is to help its customers improve their financial health. The Laurentian Bank of Canada and its entities are collectively referred as Laurentian Bank Financial Group (the "Group" or "the Bank").

With 3,300 employees guided by the values of proximity, simplicity and honesty, the Group provides a broad range of advice-based solutions and services to its retail, business and institutional customers. With pan-Canadian activities and a presence in the U.S., the Group is an important player in numerous market segments.

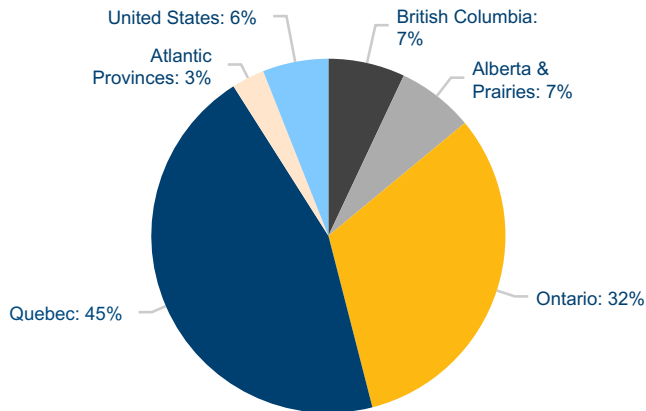
| Key Metrics                                | Q3/19     | Q3/18     |
|--|-----------|-----------|
| Balance Sheet Assets                       | \$ 44.3B  | \$ 46.6B  |
| Average Earning Assets                     | \$ 37.8B  | \$ 39.7B  |
| Loans and Acceptances                      | \$ 33.9B  | \$ 35.4B  |
| Deposits                                   | \$ 26.6B  | \$ 29.1B  |
| Common Shareholders' Equity <sup>(1)</sup> | \$ 2,293M | \$ 2,244M |
| CET1 Capital Ratio                         | 9.0%      | 8.8%      |
| Market Capitalization                      | \$ 1,928M | \$ 1,958M |
| Assets Under Administration                | \$ 29.3B  | \$ 30.8B  |

## OUR PAN-CANADIAN PRESENCE



### Geographic distribution of loans

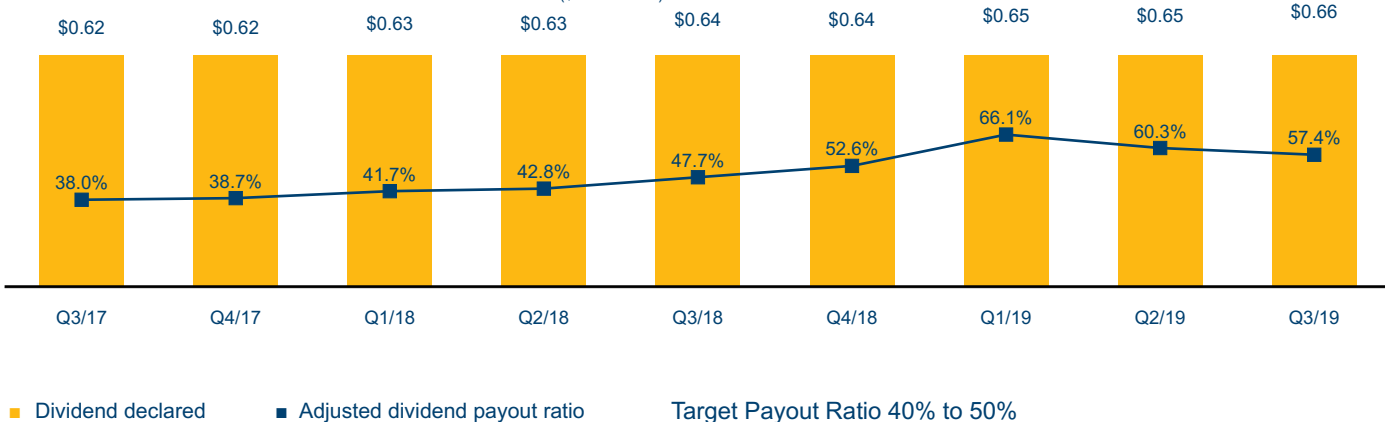
As at July 31, 2019 (as a %)



## REWARDING SHAREHOLDERS THROUGH DIVIDEND GROWTH

### Dividends Declared Per Common Share and Adjusted Dividend Payout Ratio<sup>(1)</sup>

(\$ and as a %)

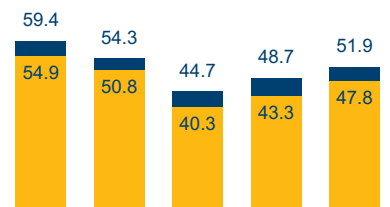


(1) Refer to the Non-GAAP and Key Performance Measures on page 4 of the Bank's Q3/19 Report to Shareholders

# HIGHLIGHTS

## Net Income

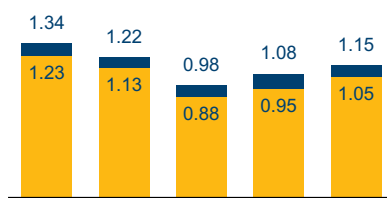
(\$ millions)



Q3/18 Q4/18 Q1/19 Q2/19 Q3/19  
 ■ Net income  
 ■ Adjusted net income<sup>(1)</sup>

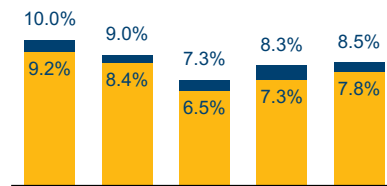
## Diluted EPS

(\$/share)



Q3/18 Q4/18 Q1/19 Q2/19 Q3/19  
 ■ Diluted EPS  
 ■ Adjusted diluted EPS<sup>(1)</sup>

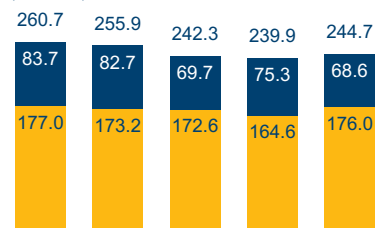
## ROE



Q3/18 Q4/18 Q1/19 Q2/19 Q3/19  
 ■ ROE  
 ■ Adjusted ROE<sup>(1)</sup>

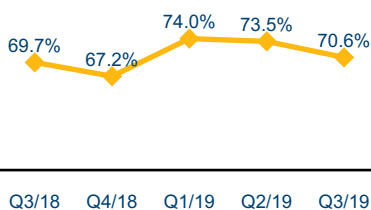
## Total Revenue

(\$ millions)



Q3/18 Q4/18 Q1/19 Q2/19 Q3/19  
 ■ Net interest income  
 ■ Other income

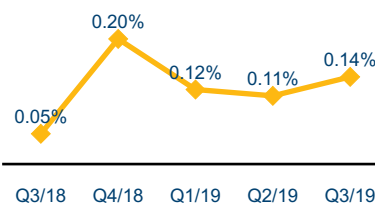
## Adjusted Efficiency Ratio<sup>(1)</sup>



Q3/18 Q4/18 Q1/19 Q2/19 Q3/19

## Provision for Credit Losses

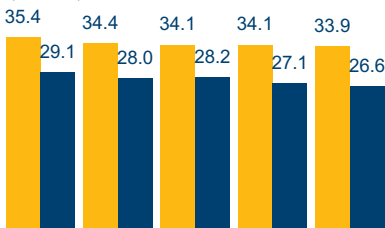
(As a % of average loans and acceptances)



Q3/18 Q4/18 Q1/19 Q2/19 Q3/19

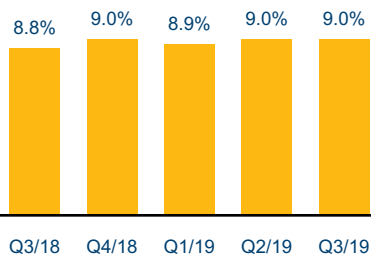
## Loans and Deposits

(\$ billions)



Q3/18 Q4/18 Q1/19 Q2/19 Q3/19  
 ■ Loans and acceptances  
 ■ Deposits

## CET1 Capital Ratio



Q3/18 Q4/18 Q1/19 Q2/19 Q3/19

## 2019 EARNINGS CALENDAR

|           |             |
|-----------|-------------|
| <b>Q1</b> | February 27 |
| <b>Q2</b> | May 30      |
| <b>Q3</b> | August 29   |
| <b>Q4</b> | December 4  |

## 2021 MEDIUM-TERM OBJECTIVES<sup>(2)</sup>

| Adjusted Financial Performance <sup>(1)</sup> |                                      | Q3/19 YTD                             |
|---|--------------------------------------|---------------------------------------|
| ROE   | Narrow gap to 250 bps <sup>(3)</sup> | 8.0%<br>gap at 770 bps <sup>(4)</sup> |
| Efficiency ratio                              | < 63%                                | 72.7%                                 |
| Diluted EPS                                   | Grow by 5% to 10% annually           | \$3.20<br>down 26% <sup>(5)</sup>     |
| Operating leverage                            | Positive                             | (8.5)% <sup>(5)</sup>                 |

## STOCK-RELATED INFORMATION

As at July 31, 2019

|                               |                  |
|-------------------------------|------------------|
| »Share Price                  | \$45.41          |
| »Number of shares outstanding | 42.5 million     |
| »Market capitalization        | \$ 1,928 million |

## Q3 2019

|                    |        |
|--------------------|--------|
| »Dividend declared | \$0.66 |
| »Dividend yield    | 5.8%   |

## SHARES

### STOCK SYMBOLS

- Common Shares: LB (TSX)
- Non-Cumulative Class A preferred shares:
  - Series 13 : LB.PR.H
  - Series 15 : LB.PR.J

## CONTACT INFORMATION

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 Tel.: 1-800-564-6253  
 Email: service@computershare.com

(1) Refer to the Non-GAAP and Key Performance Measures on page 4 of the Bank's Q3/19 Report to Shareholders

(2) Refer to the Caution Regarding Forward-looking Statements on page 2 of the Bank's Q3/19 Report to Shareholders.

(3) Compared to the major Canadian banks, based on the Bank using the AIRB approach in determining credit risk and the Standardized approach in determining operational risk.

(4) Gap based on Q2/19 YTD results (the weighted average of the 6 major Canadian banks at 15.7%).

(5) Compared to Q3/18 YTD.