

Investor Presentation

Q1 2021



**LAURENTIAN
BANK**
FINANCIAL GROUP

Caution Regarding Forward-Looking Statements

The Bank may, from time to time, make written or oral forward-looking statements within the meaning of applicable securities legislation, including in this document and the documents incorporated by reference herein, and in other documents filed with Canadian regulatory authorities or in other written or oral communications. Forward-looking statements include, but are not limited to, statements regarding business plans and strategies, priorities and financial objectives, the regulatory environment in which the Bank operates, the anticipated impact of the coronavirus (“COVID-19”) pandemic on the Bank’s operations, earnings results and financial performance and statements under the headings “Outlook”, “COVID-19 Pandemic” and “Risk Appetite and Risk Management Framework” contained in the Bank’s 2020 Annual Report, including the Management’s Discussion and Analysis for the fiscal year ended October 31, 2020 and other statements that are not historical facts. Forward-looking statements typically are identified with words or phrases such as “believe”, “assume”, “estimate”, “forecast”, “outlook”, “project”, “vision”, “expect”, “foresee”, “anticipate”, “plan”, “goal”, “aim”, “target”, “may”, “should”, “could”, “would”, “will”, “intend” or the negative of these terms, variations thereof or similar terminology.

By their very nature, forward-looking statements require us to make assumptions and are subject to inherent risks and uncertainties, both general and specific in nature. Material economic assumptions underlying the forward-looking statements contained in this document are set out in the 2020 Annual Report under the heading “Outlook”. There is significant risk that the predictions, forecasts, projections or conclusions will prove to be inaccurate, that the Bank’s assumptions may not be correct, and that actual results may differ materially from such predictions, forecasts, projections or conclusions.

The Bank cautions readers against placing undue reliance on forward-looking statements, as a number of factors, many of which are beyond its control and the effects of which can be difficult to predict, could influence, individually or collectively, the accuracy of the forward-looking statements and cause actual future results to differ significantly from the targets, expectations, estimates or intentions expressed in the forward-looking statements. These factors include, but are not limited to risks relating to: the impacts of the COVID-19 pandemic on the Bank, its business, financial condition and prospects; technology, information systems and cybersecurity; technological disruption, competition and its ability to execute on its strategic objectives; the economic climate in the U.S. and Canada; accounting policies, estimates and developments; legal and regulatory compliance; fraud and criminal activity; human capital; insurance; business continuity; business infrastructure; environmental and social risk and climate change; and its ability to manage operational, regulatory, legal, strategic, reputational and model risks, all of which are described in more detail in the section titled “Risk Appetite and Risk Management Framework” beginning on page 43 of the 2020 Annual Report including the Management’s Discussion and Analysis for the fiscal year ended October 31, 2020.

The Bank further cautions that the foregoing list of factors is not exhaustive. Additional risks and uncertainties not currently known to us or that the Bank currently deems to be immaterial may also have a material adverse effect on its financial position, financial performance, cash flows, business or reputation. Any forward-looking statements contained in this document represent the views of Management only as at the date hereof, are presented for the purposes of assisting investors and others in understanding certain key elements of the Bank’s current objectives, strategic priorities, expectations and plans, and in obtaining a better understanding of the Bank’s business and anticipated operating environment and may not be appropriate for other purposes. The Bank does not undertake to update any forward-looking statements, whether oral or written, made by the Bank or on its behalf whether as a result of new information, future events or otherwise, except to the extent required by securities regulations. Additional information relating to the Bank can be located on the SEDAR website at www.sedar.com.



Laurentian Bank at a Glance – Q1 2021 Highlights

- 7th largest Canadian bank²
- 175 years strong
- More than 2,900 employees
- Serving Personal, Commercial, and Capital Markets customers
- Operations in Canada and the United States

\$247.4

Revenue
(\$ millions)

\$47.6

Adjusted Net Income¹
(\$ millions)

\$1.03

Adjusted Diluted
Earnings per Share¹

\$45.2

Total Assets
(\$ billions)

\$44.8

Net Income
(\$ millions)

\$0.96

Diluted Earnings per
Share

\$33.2

Loans and Acceptances
(\$ billions)

7.5%

Adjusted Return on
Common Shareholders'
Equity¹

68.9%

Adjusted Efficiency
Ratio¹

\$23.6

Deposits
(\$ billions)

7.1%

Return on Common
Shareholders' Equity

70.4%

Efficiency Ratio

¹ Refer to the Non-GAAP and Key Performance Measures section in Q1 2021 Report to Shareholders

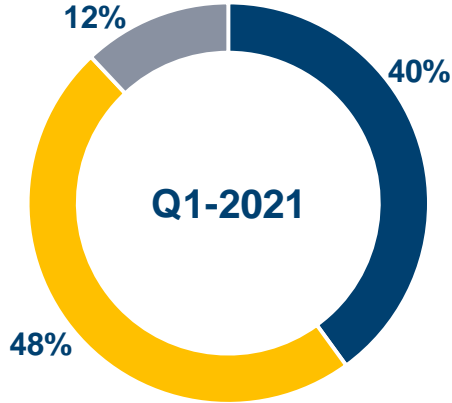
² Based on total assets among publicly listed banks on the TSX



Well Diversified Operations

Loan Portfolio Mix

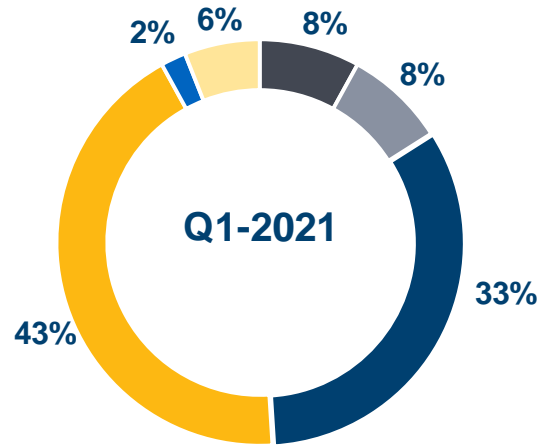
A good proportion of higher margin commercial loans in the Bank mix



- Commercial loans (including acceptances)
- Residential mortgage loans
- Personal loans

Geographic Footprint

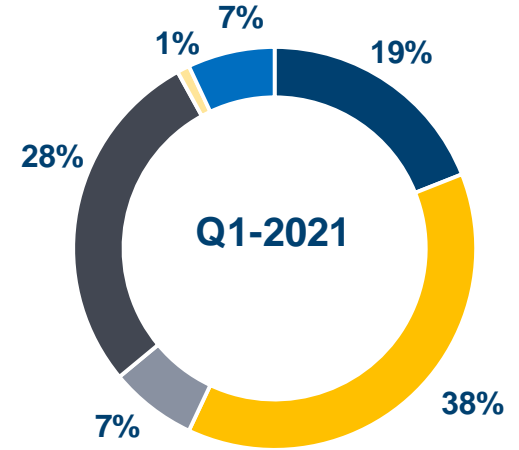
Loans across Canada and the United States



- British Columbia
- Alberta & Prairies
- Ontario
- Quebec
- Atlantic Provinces
- United States

Multiple Funding Sources

Well-diversified funding sources to support our growth



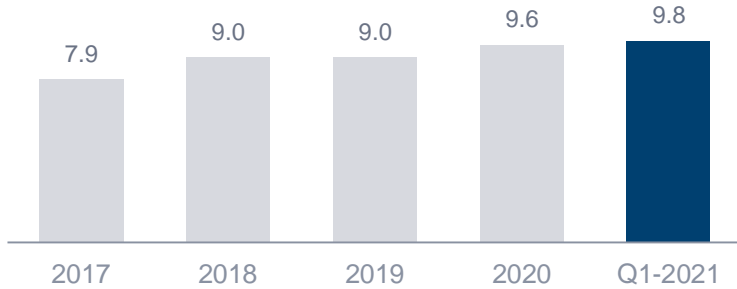
- Notice and demand deposits
- Term deposits
- Wholesale deposits
- Debt related to securitization activities
- Subordinated debt
- Shareholders' equity



Solid Financial Foundation

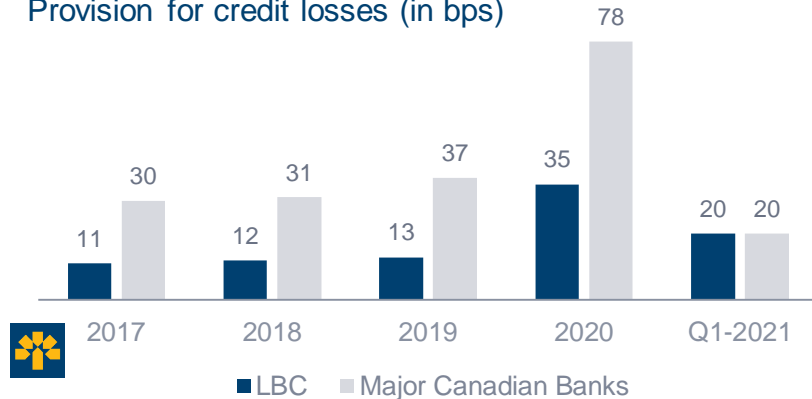
A healthy capital position

Common Equity Tier 1 capital ratio (in %)



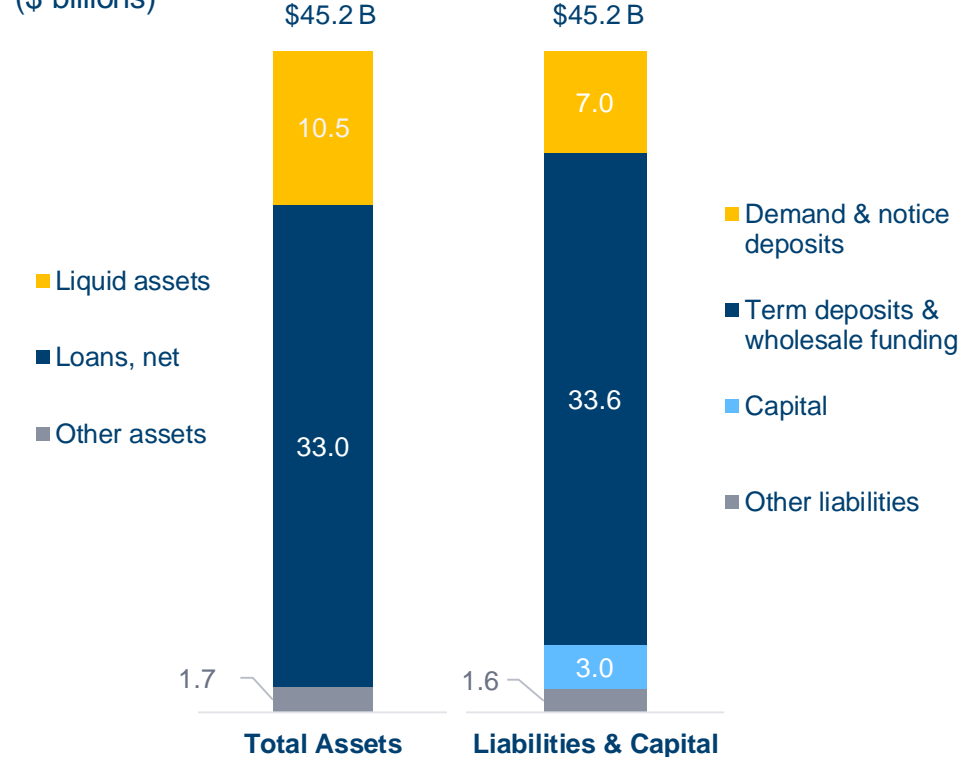
Good track record of strong credit quality

Provision for credit losses (in bps)



A strong and liquid balance sheet

(\$ billions)



Laurentian Bank's Businesses

Commercial

Setting us apart:

- In-depth industry knowledge and expertise
- Deep and long-term client relationships
- Focus on specialization to achieve sustainable growth

Areas of specialization:

- Real estate financing
- Equipment financing
- Inventory financing

Personal

Setting us apart - a three-pronged approach to personal banking:

- **100% Advice** – a focused offering through our Quebec branch network
- **B2B Bank** – a leading provider of banking products and services to financial advisors and mortgage brokers across Canada
- **Digital** – a digital offer across Canada, including High Interest Savings Accounts, GIC's and chequing accounts

Capital Markets

Setting us apart:

- Focused effort originating, selling and trading Canadian Fixed Income securities to Canadian clients
- Debt Capital Markets capability targeting government relationships across federal, provincial, municipal and related issuers
- Advisory and Origination capability focused on core verticals, including Resource and Diversified Quebec Industries



Charting a New Path Forward: Laurentian Bank's Executive Team



LANIA LLEWELLYN
President and Chief Executive Officer

Rania Llewellyn was appointed President and Chief Executive Officer and member of the Board of Directors on October 30th, 2020. She has more than 25 years of experience in the banking industry.



SÉBASTIEN BÉLAIR
EVP, Chief Human Resources Officer

Sébastien Béclair joined Laurentian Bank on February 2, 2021 as EVP and Chief Human Resources Officer. He has more than 30 years of experience in the banking industry.



WILLIAM (LIAM) MASON
EVP, Chief Risk Officer

William Mason joined Laurentian Bank in 2018 as EVP and Chief Risk Officer. He has more than 30 years of experience in the financial services industry.



YVAN DESCHAMPS
Incoming EVP, Chief Financial Officer

Yvan Deschamps joined Laurentian Bank in 2016. With 25 years of experience in finance and corporate development, he will assume the role of EVP and CFO on April 6, 2021.



KELSEY GUNDERSON
EVP, Capital Markets

Kelsey Gunderson joined Laurentian Bank in 2019 as EVP, Capital Markets and President and CEO of Laurentian Bank Securities. He has 25 years of experience in the financial services industry.



FRANÇOIS LAURIN
EVP, Chief Financial Officer

François Laurin joined Laurentian Bank in 2015 as EVP and CFO. With more than 35 years of experience, he has held senior management positions within the financial, mining, telecommunications, and technology sectors.



YVES DENOMMÉ
EVP, Operations

Yves Denommé joined Laurentian Bank on February 22, 2021 as EVP, Operations. His 20 years of experience spans financial services, operations, strategy, procurement, real estate, enterprise project management and technology.



ÉRIC PROVOST
EVP, Commercial Banking

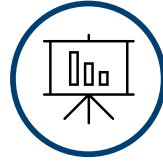
Éric Provost joined Laurentian Bank in 2012. He served as SVP, Commercial Banking prior to being appointed EVP and Head of Commercial Banking. He has more than 20 years of experience in the banking industry.



2021 Priorities



Renewing the senior leadership team and organizational structure to enable Laurentian Bank's future success



Increasing our efforts on cost discipline while pivoting to structural cost containment opportunities, in order to create sustained improvement in our operational efficiency and long-term shareholder value



Conducting a **thorough review of all of Laurentian Bank's operations and developing a new strategic plan** to ensure the organization has the right priorities, resources and personnel to position the bank to **return to growth and improve profitability**



Putting Strategy into Action

- ✓ Renewing **Senior Leadership Team**
 - **Three external hires** and **two internal promotions**
- ✓ Re-organizing **Personal and Commercial Banking** into **two operating units**
 - To better position each unit for **success**
- ✓ Conducting a **thorough review of the Bank's operations** and assessing key projects
 - To determine **priorities** and deliver our **value proposition**
- ✓ Enhancing our **cost discipline** across the organization
 - Q1/21 adjusted **efficiency ratio improved** by 100 bps Q/Q and 770 bps Y/Y
- ✓ Conducting an **end-to-end review of the mortgage process**
 - To improve the customer experience and **unlock growth opportunities**
- ✓ Delivering **strong performance in Capital Markets** from traditional areas of strength while exploring **new revenue generating opportunities**
 - To seek **synergies** between Capital Markets and Commercial Banking



Three Strategic Pillars to Guide Our Efforts and Actions



Cultivating a
“**Customer First**”
Culture



Driving an “**Agile
and Innovative**”
Mindset



Engaging and
empowering our
employees
to work as
“**One Team**”



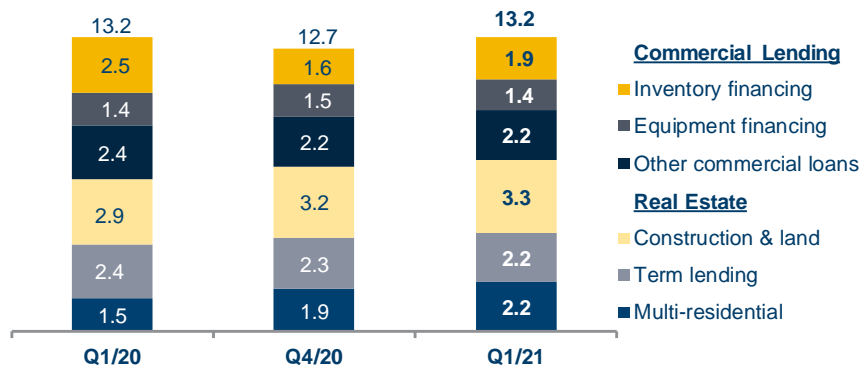
Loan Portfolios



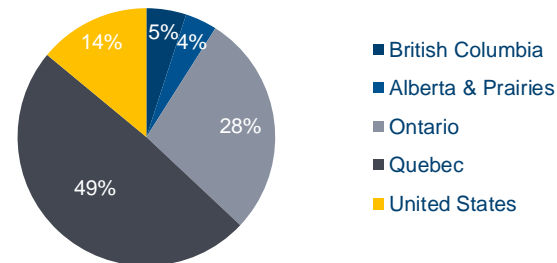
**LAURENTIAN
BANK**
FINANCIAL GROUP

Strong and Diversified Commercial Loan Portfolio

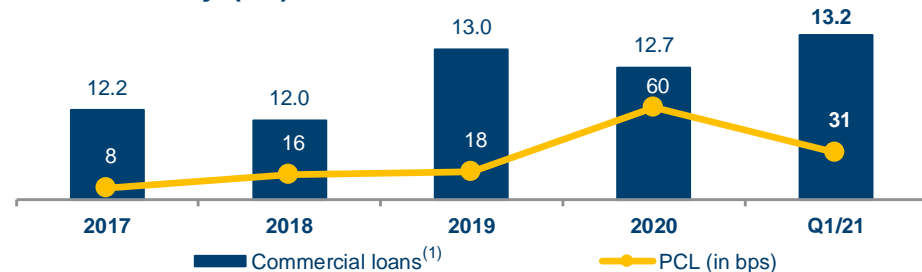
Commercial Loan Portfolio⁽¹⁾ (\$B)



A pan-Canadian Portfolio and a U.S. Presence⁽²⁾



Credit Quality (\$B)



Loan to Value (LTV) on Term Lending and Multi-residential Mortgage Portfolios

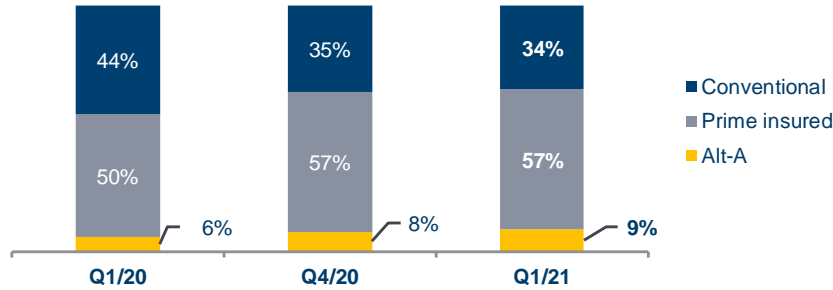
- LTV on term loan portfolio: 57%
- LTV on uninsured multi-residential mortgage portfolio: 53%



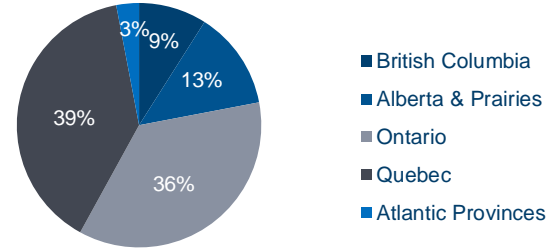
(1) Including customers' liabilities under acceptances. (2) As at January 31, 2021

High Quality Residential Mortgage Loan Portfolio

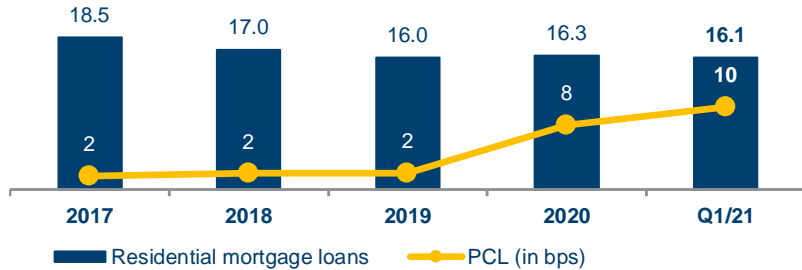
Insured vs Uninsured



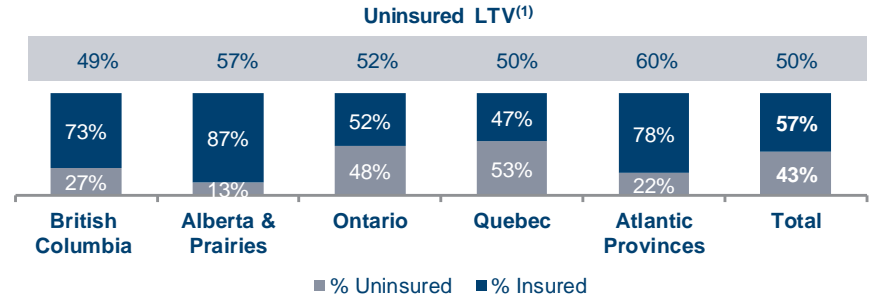
A Pan-Canadian Portfolio⁽²⁾



Credit Quality (\$B)



Insured, Uninsured & Loan to Value (LTV) by Province⁽²⁾



(1) Reflects current estimated value of collateral, including HELOCs. (2) As at January 31, 2021

Investment Highlights

1 Healthy capital and liquidity positions

- CET 1 ratio (standardized) at 9.8%, representing about \$300 million of excess capital
- Liquid assets total 23% of all assets

2 Sound credit quality

- PCL to loan ratio stood at 20 bps
- High quality commercial portfolio: disciplined underwriting, good diversification, strong collateral
- High quality residential mortgage portfolio: low LTVs, high proportion of insured mortgages

3 Preparing for growth and improving profitability

- Renewing our senior leadership team
- Maintaining cost discipline while identifying structural cost optimization opportunities
- Advancing our comprehensive strategic review to chart a new path forward



Appendices



**LAURENTIAN
BANK**
FINANCIAL GROUP

Financial Performance

Q1 2021



**LAURENTIAN
BANK**
FINANCIAL GROUP

Q1/21 Financial Performance

Reported (\$MM)	Q1/21	Y/Y	Q/Q
Total revenue	\$ 247.4	+4%	+2%
Provision for credit losses (PCL)	\$ 16.8	+13%	-31%
Non-interest expenses	\$ 174.1	-8%	-2%
PTPP income ⁽¹⁾	\$ 73.3	+48%	+12%
Net income	\$ 44.8	+39%	+22%
Diluted EPS	\$ 0.96	+41%	+22%
ROE	7.1%	+210 bps	+120 bps
Efficiency ratio	70.4%	-870 bps	-250 bps
CET1 capital ratio	9.8%	+80 bps	+20 bps
Adjusted (\$MM)	Q1/21	Y/Y	Q/Q
Non-interest expenses ⁽²⁾	\$ 170.4	-7%	-%
PTPP income ⁽¹⁾⁽²⁾	\$ 77.0	+38%	+5%
Net income ⁽²⁾	\$ 47.6	+29%	+12%
Diluted EPS ⁽²⁾	\$ 1.03	+30%	+13%
ROE ⁽²⁾	7.5%	+170 bps	+70 bps
Efficiency ratio	68.9%	-770 bps	-100 bps

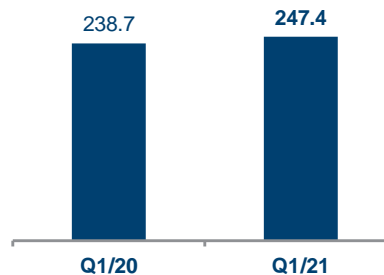
Y/Y Highlights

- Strong contribution from Capital Markets
- Higher net interest income mainly due to improved funding costs
- Increase in PCLs due to higher provisions from residential mortgages and higher individual allowances on the commercial loan portfolio
- Positive adjusted operating leverage

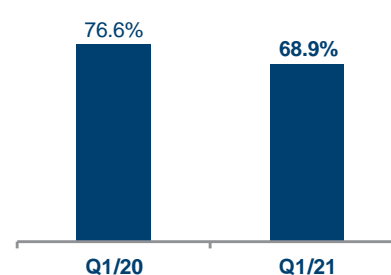
Q/Q Highlights

- Higher net interest income reflects an increase in utilization of secured funding
- Decrease in PCLs as lower loan losses on performing loans were partly offset by higher losses on impaired loans

Total Revenue (\$MM)



Adjusted Efficiency Ratio

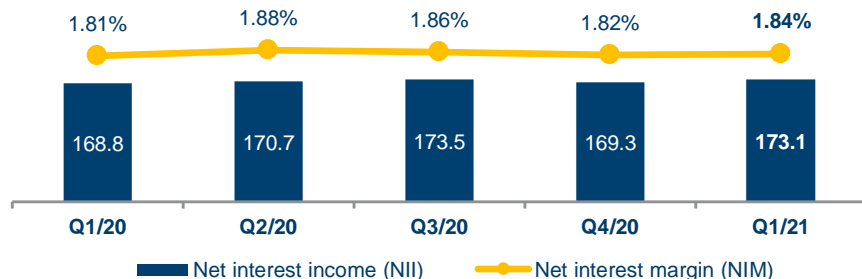


(1) Pre-tax pre provision (PTPP) income is total revenue net of non-interest expenses and a Non GAAP measure. Refer to the Note to Users appendix for further details.

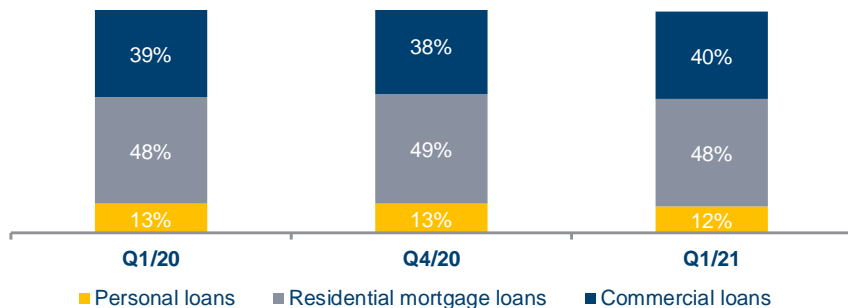
(2) Adjusted measures presented throughout this document are Non-GAAP measures and exclude amounts designated as adjusting items. Refer to the Adjusting Items and Note to User appendices for further details.

Net Interest Income

Net Interest Income and Margin (\$MM, %)



Loan Portfolio Mix



Key Assets (\$B)

	Q1/21	Y/Y	Q/Q
Liquid assets	\$ 10.5	+12%	+9%
Personal loans	\$ 4.0	-11%	-4%
Residential mortgage loans	\$ 16.1	+1%	-1%
Commercial loans	\$ 13.2	-%	+3%

Key Liabilities (\$B)

	Q1/21	Y/Y	Q/Q
Deposits - Personal & Business	\$ 20.9	-8%	-3%
Deposits - Wholesale	\$ 2.7	+6%	+11%
Debt related to securitization	\$ 10.6	+19%	+4%

Y/Y Highlights

- NII and NIM increased reflecting the impact of improved financing costs as well as higher prepayment penalties on residential mortgage loans

Q/Q Highlights

- NII and NIM increased mainly due to the impact of the evolution in the loan portfolio mix and the increase in utilization of secured funding



Other Income

(\$MM)	Q1/21	Y/Y	Q/Q
Lending fees	\$ 16.1	+5%	-5%
Fees and securities brokerage commissions	14.1	+33%	+12%
Commissions from sales of mutual funds	11.6	+6%	+4%
Service charges	7.2	-22%	-9%
Income from financial instruments	9.1	+89%	-%
Card service revenues	6.7	-22%	-%
Fees on investments accounts	3.8	-12%	-11%
Insurance income, net	2.7	-12%	-5%
Other	3.0	-3%	+8%
	\$ 74.3	+6%	-%

Y/Y Highlights

Other income increased by \$4.4MM

- An increase of \$7.8MM mainly from Capital Markets revenues was partly offset by decreases of \$2.1MM in service charges and \$1.9MM in card service revenues

Q/Q Highlights

Other income was essentially unchanged

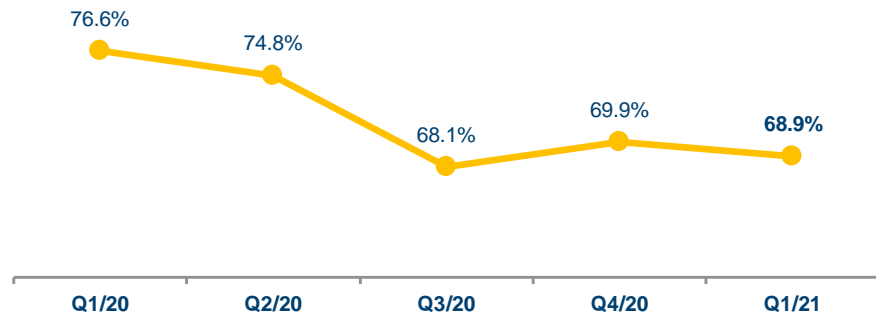
- An increase of \$1.5MM from Capital Markets revenues was mainly offset by lower lending fees and service charges



Adjusted Non-Interest Expenses (NIE)

Adjusted NIE (\$MM)	Q1/21	Y/Y	Q/Q
Salaries and employee benefits	\$ 95.4	-%	+7%
Premises and technology	48.5	-3%	-3%
Other	26.5	-30%	-16%
	\$ 170.4	-7%	-%

Adjusted Efficiency Ratio



Y/Y Highlights

- Adjusted non-interest expenses decreased by \$12.4MM
- Salaries and employee benefits were unchanged as higher performance-based compensation in capital markets was partly offset by lower salaries reflecting the headcount reduction
- Premises and technology costs decreased by \$1.3MM as a result of streamlining costs and a slowdown of the pace of IT projects
- Other expenses decreased by \$11.2MM mainly resulting from lower regulatory costs, advertising, business development and travel expenses
- 770 bps improvement in adjusted efficiency ratio

Q/Q Highlights

- Adjusted non-interest expenses were essentially unchanged
- Salaries and employee benefits increased by \$6.6MM as a result of seasonally higher share-based compensation and payroll taxes
- Technology and other expenses decreased by a combined \$6.5MM from efficiency measures and current economic conditions
- 100 bps improvement in adjusted efficiency ratio



Adjusting Items

	Q1/21			Q4/20			Q1/20		
	Pre-Tax Effect (\$MM)	After-Tax Effect (\$MM)	EPS Effect (\$/Share)	Pre-Tax Effect (\$MM)	After-Tax Effect (\$MM)	EPS Effect (\$/Share)	Pre-Tax Effect (\$MM)	After-Tax Effect (\$MM)	EPS Effect (\$/Share)
Severance charges	0.3	0.2	–	2.3	1.7	0.04	2.8	2.1	0.05
Other restructuring charges	0.4	0.3	0.01	1.9	1.4	0.03	(0.1)	(0.1)	–
Restructuring charges	0.6	0.5	0.01	4.2	3.1	0.07	2.7	2.0	0.05
Items related to business combinations	3.1	2.3	0.05	3.3	2.4	0.06	3.6	2.7	0.06
Adjustment to Net income attributable to common shareholders and EPS ⁽¹⁾	\$ 3.7	\$ 2.8	\$ 0.06	\$ 7.4	\$ 5.5	\$ 0.13	\$ 6.4	\$ 4.7	\$ 0.11



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

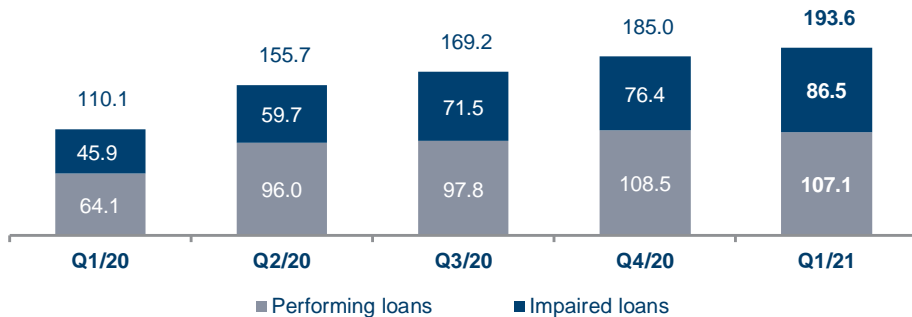
Credit



**LAURENTIAN
BANK**
FINANCIAL GROUP

Allowances for Credit Losses

Allowances for Credit Losses (ACL) (\$MM)



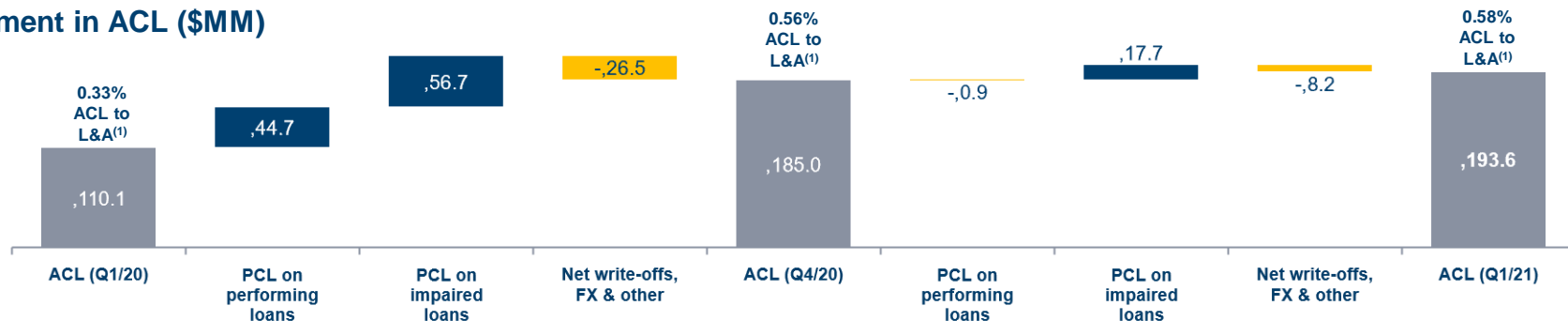
Y/Y Highlights

- ACL increased by \$83.5MM driven by severe economic conditions resulting from the global pandemic

Q/Q Highlights

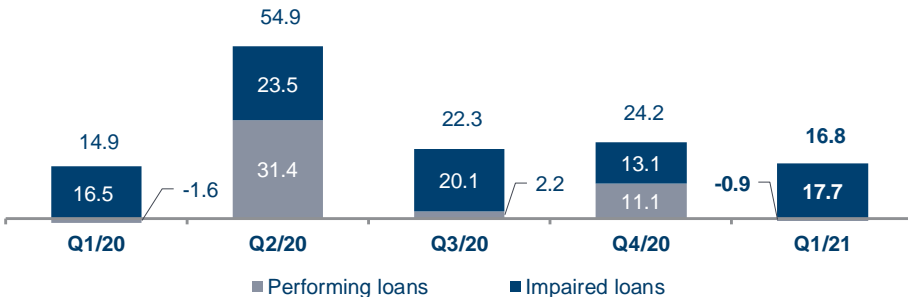
- ACL increased by \$8.6MM due to the increase in allowances for impaired commercial loans

Movement in ACL (\$MM)

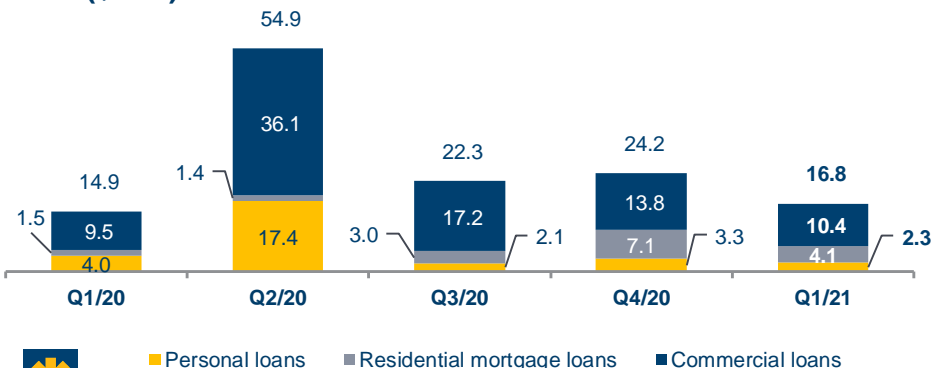


Provision for Credit Losses

Provision for Credit Losses (PCL) (\$MM)



PCL (\$MM)



■ Personal loans
 ■ Residential mortgage loans
 ■ Commercial loans

Maintaining a Prudent Approach to Provisioning

Y/Y Highlights

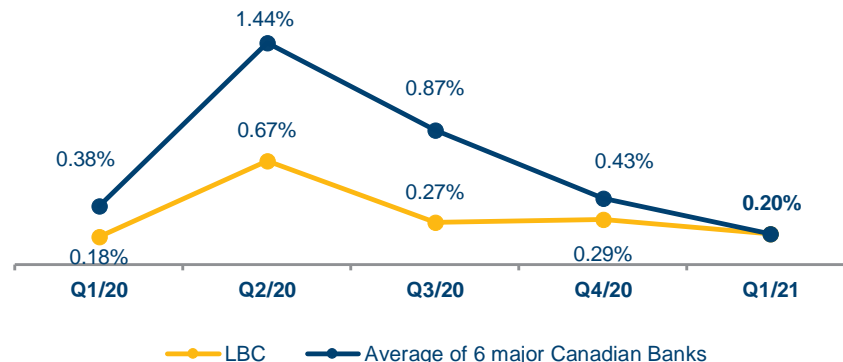
- PCL increased \$1.9MM, mainly driven by higher provisions from residential mortgages reflecting the end of the payment deferral program and an upward revision of the unemployment rate, as well as higher allowances on impaired commercial loans

Q/Q Highlights

- PCL decreased by \$7.4MM reflecting lower provisions on performing loans partly offset by higher allowances on impaired commercial loans

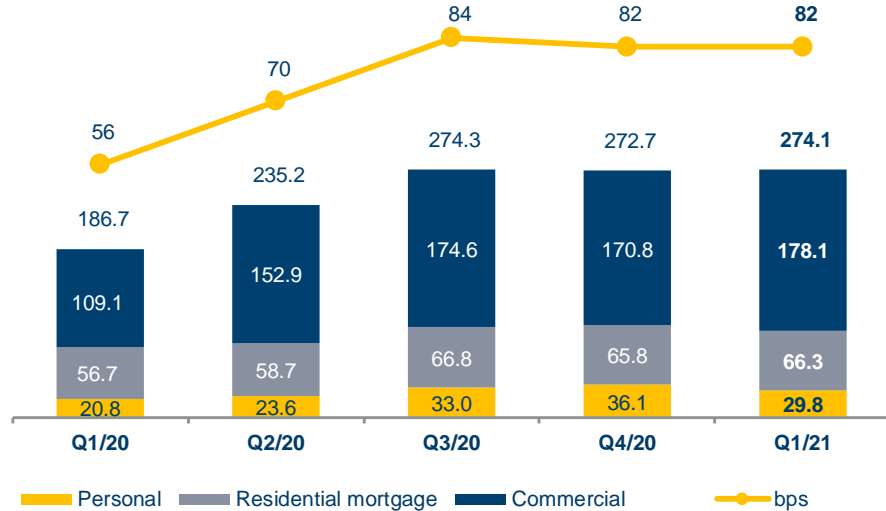
PCL

(As a % of average loans and acceptances)

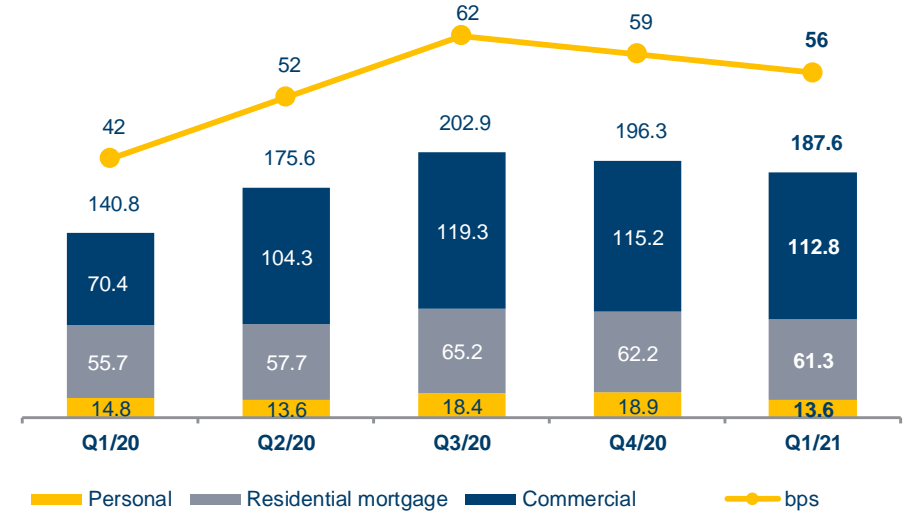


Impaired Loans

Gross Impaired Loans (\$MM, bps)



Net Impaired Loans (\$MM, bps)



Y/Y Highlights

- Gross impaired loans increased by \$87.4MM driven by severe economic conditions resulting from the global pandemic
- Net impaired loans stood at \$187.6MM, an increase of \$46.8MM

Q/Q Highlights

- Gross impaired loans increased by \$1.4MM
- Net impaired loans stood at \$187.6MM, a decrease of \$8.7MM



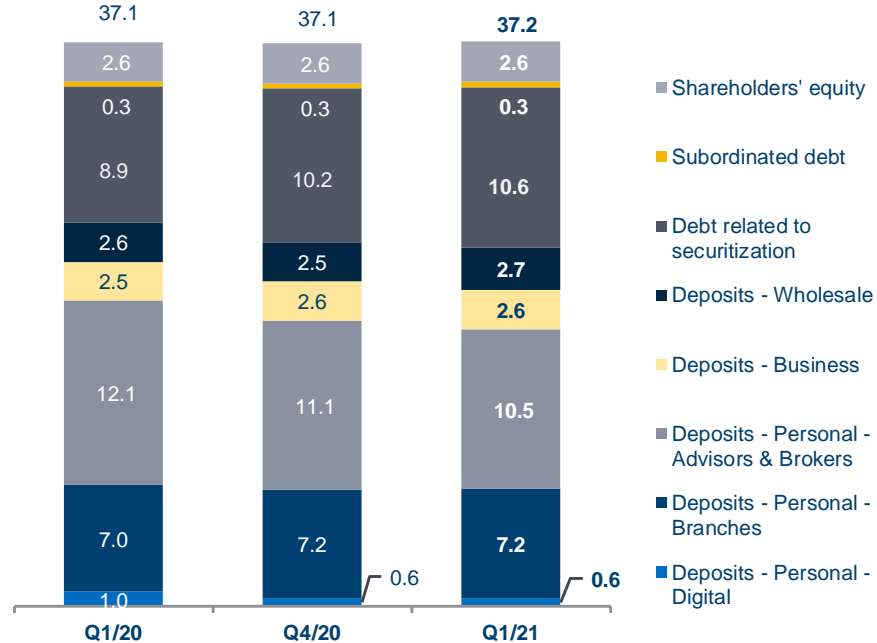
Liquidity, Funding and Capital



**LAURENTIAN
BANK**
FINANCIAL GROUP

Well Diversified and Stable Sources of Funding

Funding (\$B)



Y/Y Highlights

- An increase in debt related to securitization of \$1.7B was offset by a decrease in term deposits sourced from Advisors & Brokers of \$1.9B to optimize overall funding and align with loan volumes
- Personal branch notice and demand deposits increased by \$0.4B or 19%
- Personal deposits represent 77% of total deposits as at January 31, 2021 and contributed to the Bank's good liquidity position

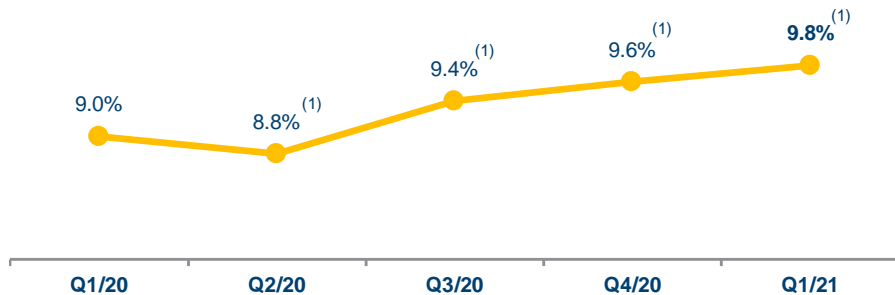
Q/Q Highlights

- An increase in debt related to securitization of \$0.4B was offset by a reduction in total deposits of \$0.3B to optimize overall funding and align with loan volumes

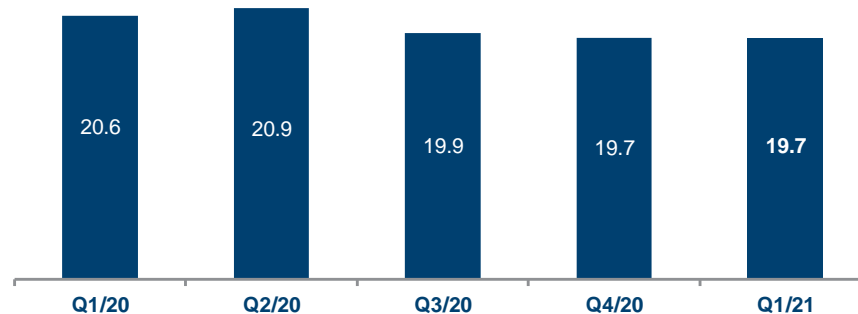


Strong Capital Position

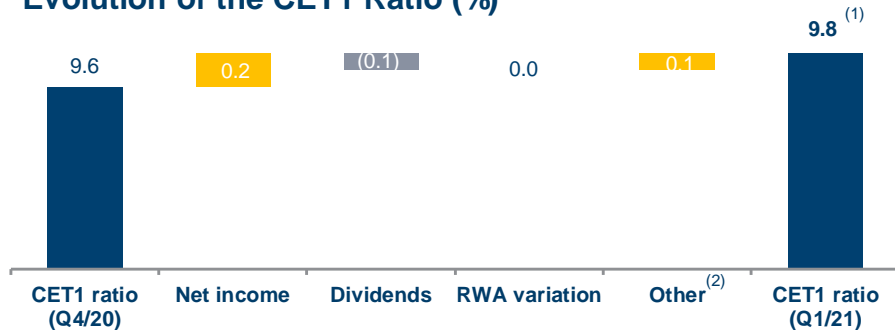
Common Equity Tier 1 Capital Ratio (CET1)



Risk-Weighted Assets (RWA) (\$B)



Evolution of the CET1 Ratio (%)



Y/Y Highlights

- CET1 ratio increased by 80 bps Y/Y
- The increase reflected internal capital generation and a reduction in risk-weighted assets

Q/Q Highlights

- CET1 ratio increased by 20 bps Q/Q
- The increase reflected strong internal capital generation



(1) Includes 0.1% resulting from the application of OSFI's transitional arrangements for the provisioning of expected credit losses

(2) Comprised of other variations in other comprehensive income, as well as deductions for software and other intangible assets, pension plan assets and other

ESG



**LAURENTIAN
BANK**
FINANCIAL GROUP

Laurentian Bank's ESG Journey

Environment

Carbon Footprint Disclosure

- Calculated Greenhouse Gas emissions – scope 1 & 2 – based on The GHG Protocol to identify reduction opportunities and establish targets

Task Force on Climate-related Financial Disclosures (TCFD)

- Developed roadmap with short, medium and long term priorities for our adoption of the TCFD recommendations

Green Bonds

- Participated in the issuance of \$4 billion of green bonds to finance eco-friendly projects

Responsible Investment Solutions

- Expanded mutual fund offer to include Mackenzie Global Environment Equity Fund & Mackenzie Global Women's Leadership Fund

LEED Certified Buildings

- Selected LEED certified buildings to house Laurentian Bank's corporate offices

Bullfrog Power

- Displaced more than 1,493 tonnes of CO₂¹ - equivalent of taking 330 cars off the road for one year or diverting more than 521 tonnes of waste from a landfill.

Social

Equity, Diversity & Inclusion within our Workforce

- 55% are women
- 46% of management positions are held by women
- 28% are members of visible minorities
- 3% are persons with disabilities
- Set measurable targets in leaders' scorecards to drive results and accountability

BlackNorth Initiative

- Signed the BlackNorth Initiative Pledge, committing to goals such as hiring a minimum of 5% of our student workforce from the black community

Health and Safety of Employees and Customers Top Priority

Engaging and Empowering Employees

- Mental health and wellness services
- Initiatives for Bell Let's Talk, Black History Month, International Women's Day
- Courageous Conversation Series

Banking Code for Seniors

- Adopted the 7 principles of the Seniors Code, including appointing a Seniors Champion and publishing a dedicated webpage for seniors

Supporting our Communities

- In 2020, nearly \$425,000 dispersed through corporate donations, sponsorships and employee giving

Governance

Special CEO Search Committee

- Key board mandate in 2020: CEO search
- Committee members: M. Mueller, Chair of the Board; M. Savoy, Chair of HRCG Committee; D. Mowat, Member of the HRCG Committee

Diversity in Leadership

- Leader in Board Diversity exceeding the 30% threshold, with equal gender representation on our Board for the past three years
- First major Canadian Bank to be led by a woman
- First bank in Canada to have appointed a woman to Chair of the Board in 1997 and again in 2013

Board Renewal

- 60% of the independent directors have been appointed over the last 5 years

Strengthening Governance Framework

- Recently reviewed the Board Governance Policy, Conflict of Interest Policies and implemented an independent Whistleblower framework



¹ As of October 31, 2020

Note to Users

Management uses both generally accepted accounting principles (GAAP) and non-GAAP measures to assess the Bank's performance. Results prepared in accordance with GAAP are referred to as "reported" results, except for Pre-tax pre-provision income which is a non-GAAP measure. Non-GAAP measures presented throughout this document are referred to as "adjusted" measures and exclude amounts designated as adjusting items. Adjusting items relate to restructuring plans and to business combinations and have been designated as such as management does not believe they are indicative of underlying business performance. 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.

Additional information about Non-GAAP measures can be found under the Non-GAAP measures section of the Q1 2021 Report to Shareholders.

All amounts are in Canadian dollars.



Investor Relations Contact

Susan Cohen
Director, Investor Relations
(514) 970-0564
susan.cohen@lbcfg.ca



**LAURENTIAN
BANK**
FINANCIAL GROUP