

---

**165 AND KICKING**  
**LAURENTIAN BANK RELEASES ITS 2011 ANNUAL REPORT**

**Montréal, December 8, 2011** – Laurentian Bank announces that its Annual Report for the fiscal year ended October 31, 2011 is now available on its Internet site ([laurentianbank.ca](http://laurentianbank.ca)) under the *Laurentian Bank* tab in the *Investors* section.

To view the presentation video of the document: [http://www.youtube.com/watch?v=Fw\\_BcC32sVA](http://www.youtube.com/watch?v=Fw_BcC32sVA)

**After 165 Years, Energized, Experienced and Engaged**

Originally known as the Montreal City and District Savings Bank, Laurentian Bank is the third oldest enterprise in Montréal today. Throughout the course of its evolution, however, it has always remained young at heart. For example, it was the first bank to link its branches by a central computer, the first to offer drive-through banking, the first to appoint a woman as Chairman of the Board, and much more. After all these years, Laurentian Bank continues to maintain the closest of ties with its clientele, while being firmly committed to excellence with respect to service and innovation.

The Bank's Annual Report presents a review of the year's activities and highlights, which include the following :

- ⇒ The year 2011 marked the conclusion of two major transactions with Mackenzie Financial Corporation. The first involves the acquisition of MRS Companies and its integration into the Bank's B2B Trust subsidiary. The second agreement will stimulate the Retail Services sector thanks to the Bank's new status as a principal distributor of funds.
- ⇒ The Bank was a winner of the 2011 *Canada's Most Admired Corporate Cultures* (Québec and Atlantic region) program. According to the President and CEO, "we have been working for many years to establish and promote a corporate culture emphasizing proximity and simplicity; this recognition serves to further reinforce our collective sense of pride."
- ⇒ The organization was named the second most admired banking institution in Québec for a third consecutive year according to a Léger Marketing study.

**Heading for the Next Milestone**

"Our business model is tried and true," underlines Bank President and CEO, Réjean Robitaille, "and we intend to pursue our growth and development by maximizing the opportunities embedded in each business segment. Our clear focus positions us well. Our commitment to excellence in execution helps us deliver strong results and our agility will allow us to adapt and adjust to the economic realities of 2012. In fact, we are already heading for our next milestone of growth."

The printed version of the Annual Report and other documents associated with Laurentian Bank's annual meeting will be distributed to shareholders in February. Laurentian Bank's Annual Meeting of Common Shareholders will be held on Tuesday, March 20, 2012 at the Centre Pierre-Péladeau located at 300 de Maisonneuve Boulevard East in Montréal.



# Press release

FOR IMMEDIATE RELEASE

---

## About Laurentian Bank

Laurentian Bank of Canada is a banking institution operating across Canada and offering its clients diversified financial services. Distinguishing itself through excellence in service, as well as through its simplicity and proximity, the Bank serves individual consumers and small and medium-sized businesses. The Bank also offers its products to a wide network of independent financial intermediaries through B2B Trust, as well as full-service brokerage solutions through Laurentian Bank Securities.

Laurentian Bank is well established in the Province of Québec, operating the third-largest retail branch network. Elsewhere throughout Canada, it operates in specific market segments where it holds an enviable position. Laurentian Bank of Canada has more than \$24 billion in balance sheet assets and more than \$35 billion in assets under administration. Founded in 1846, it has been selected as the Québec and Atlantic Canada regional winner of the Canada's 10 Most Admired Corporate Cultures™ program presented by Waterstone Human Capital. The Bank employs close to 3,700 people.

-30-

Information:

### **Mary-Claude Tardif**

Public Relations Advisor

514 284-4500, extension 4695

[mary-claude.tardif@banquelaurentienne.ca](mailto:mary-claude.tardif@banquelaurentienne.ca)