

# **Annual Information Form**

**December 5, 2008** 

### CAUTION REGARDING FORWARD-LOOKING STATEMENTS

In this document and in other documents filed with Canadian regulatory authorities or in other communications, Laurentian Bank of Canada may from time to time make written or oral forward-looking statements within the meaning of applicable securities legislation, including statements regarding the Bank's business plan and financial objectives. These 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 of them 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 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 appreciably from the opinions, plans, objectives, expectations, forecasts, estimates and intentions expressed in such forward-looking statements. 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 cautions that the foregoing list of factors is not exhaustive. For more information on the risk, uncertainties and assumptions that would cause the Bank's actual results to differ from current expectations, please 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.

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Note: Unless otherwise specified, all information presented herein is as at October 31, 2008. References herein to the 2008 MD&A and the 2008 Financial Statements are references to Management's Discussion and Analysis and the consolidated financial statements of Laurentian Bank of Canada for the fiscal year ending October 31, 2008. References to Annual Reports are references to the Annual Reports of Laurentian Bank of Canada. All documents referred to herein are available on SEDAR (www.sedar.com) and are incorporated herein by reference.

### 1. CORPORATE STRUCTURE

### 1.1 Name, Address and Incorporation

The full name of the issuer is Laurentian Bank of Canada (the "Bank"). Its head office is located at 1981 McGill College Avenue, Montreal, Quebec, Canada, H3A 3K3.

The Bank is incorporated under the *Bank Act* (Canada). The Bank was founded in Montreal in 1846 as a savings mutual. It became a share-issuing corporation under a charter granted on April 27, 1871, pursuant to an act of the Parliament of Canada concerning savings banks. Prior to September 28, 1987, the Bank was known as The Montreal City and District Savings Bank. On that date, the Bank became a chartered bank under Schedule II of the *Bank Act* (Canada) pursuant to letters patent issued by the Minister of Finance of Canada. On January 1, 1994, Desjardins-Laurentian Financial Corporation became the majority shareholder of the Bank following its acquisition of the Bank's parent corporation, Laurentian Group Corporation. On November 12, 1997, Desjardins-Laurentian Financial Corporation, which held 57.5% of the common shares of the Bank, sold its shares by secondary distribution. The Bank thereby became a bank listed in Schedule I of the *Bank Act* (Canada).

### 1.2 Intercorporate Relationships

The principal subsidiaries of the Bank are: B2B Trust, Laurentian Trust of Canada Inc., LBC Trust, Laurentian Bank Securities Inc., LBC Financial Services Inc., LBC Investment Management Inc. and V.R. Holding Insurance Company Ltd. The Bank holds 100% of all issued and outstanding shares of all such subsidiaries. All the foregoing subsidiaries are incorporated or continued in Canada under the provisions of a federal act, except V.R. Holding Insurance Company Ltd., which is incorporated under the provisions of an act of Barbados.

### 2. GENERAL DEVELOPMENT OF THE BUSINESS

### 2.1 Three-Year History

### Fiscal 2006

In 2006, the Bank celebrated its 160th anniversary and furthered its growth within the context of its strategic business plan. The Bank continued to revitalize its network by adding two new financial services boutiques and four Laurentian Bank Securities offices. Several branches were also renovated and some were converted into financial services boutiques.

In January 2006, the Bank issued 4.90% Series 10 Debentures maturing in January 2016 for an amount of \$150 million. In June 2006, the Bank redeemed its Series 9 Debentures for a notional amount of \$150 million. Further information about both transactions can be found on pages 41 and 79 of the 2006 Annual Report.

Commercial Financial Services also undertook several initiatives. In keeping with its decision to further concentrate its activities in markets where it has a strategic position or a competitive advantage, the Bank sold its 51% interest in Brome Financial Corporation Inc. on December 31, 2005. Furthermore, in May 2006, Commercial Financial Services launched the new MAXAffaires signature to better position itself with small- and medium-sized businesses. In October 2006, to improve the efficiency of commercial file management, the Bank reached an agreement with Covarity Inc., a leader in the field of on-demand commercial loan management solutions. This agreement enables the Bank to automate the ongoing management of its margin-based commercial loans and considerably improve risk management measures.

In January 2006, B2B Trust entered into an agreement for the distribution of RRSP loans with Assante Wealth Management, which has approximately 1,000 financial advisors. In November 2006, Fidelity Investments Canada Limited chose B2B Trust as supplier for an investment loan program.

Laurentian Bank Securities continued its growth, in particular by creating a new institutional brokerage division in the equity market in May 2006. This new division serves institutional investors by offering research, sales, trading and investment services. The target clientele is primarily small- and medium-sized businesses.

In June 2006, Mr. Raymond McManus, President and Chief Executive Officer of Laurentian Bank, announced his decision to retire at the beginning of 2007. Mr. Réjean Robitaille was named Chief Operating Officer on June 16, 2006, putting him in line to succeed Mr. McManus.

Further information on the Bank's development during the 2006 fiscal year can be found on pages 15 to 57 of the 2006 Annual Report.

### Fiscal 2007

The beginning of the 2007 fiscal year was marked by the appointment, on November 7, 2006, of Mr. Réjean Robitaille to the position of President and Chief Executive Officer of the Bank, effective December 13, 2006. Mr. Raymond McManus, who held the position of President and Chief Executive Officer of the Bank from August 1, 2002 to December 12, 2006, remained in position as a close advisor to the new President until February 2, 2007 – after which he retired. Mr. Robitaille began his mandate by defining the Bank's three priorities for its 2007 fiscal year, which are improving profitability, improving efficiency and developing human capital.

In May 2007, the Bank announced that it had become the first banking institution in Quebec to implement new security measures for its Internet LBCDirect transactional solutions. Also in May, the Bank's website was ranked third among Quebec's top 25 electronic commerce sites, based on the results of the SECOR/Commerce Internet Index ranking, which translates into first place within the banking industry.

In August 2007, in the context of the liquidity crisis facing the Canadian asset-backed commercial paper market, the Bank announced its support of the "Montreal Agreement" of August 16, 2007 and confirmed that the Bank and its subsidiaries have a limited exposure to the conduits covered by this agreement. The aggregate of all securities issued by the conduits covered by the "Montreal Agreement" and held by the Bank is approximately \$20 million. The Bank is not a liquidity provider for any bank or non-bank sponsored conduit.

On October 31, 2007, the Bank and the Canadian Office and Professional Employees Union (COPE), Local 434 (COPE-CLC-QFL), which represents the company's unionized employees, announced that the Bank's employees accepted the terms of an agreement in principle between the Bank and the Union. The new collective agreement is for four years and will be effective January 1, 2008.

Further information on the Bank's development during the 2007 fiscal year can be found on pages 8 to 53 of the 2007 Annual Report.

### Fiscal 2008

In 2008, despite challenging financial conditions, the Bank exceeded all of its financial objectives. The Bank continued to concentrate on its three priorities, which are improving profitability, improving efficiency and developing human capital. During the past fiscal year, these areas of

focus have born fruit in a number of different ways, while fuelling the initiatives that have contributed to the Bank's success.

The Bank devoted significant effort to the promotion of internal growth as a means of boosting overall profitability. By focusing on increasing its business volumes, the Bank continued to improve profitability within its core activities. As a financial institution committed to maintaining the solidity of its position, the Bank takes a prudent approach to its growth strategy. In that regard, the organization concentrates primarily on three essential growth engines — retail services, B2B Trust and real estate financing. Within the context of uncertainty that characterizes today's economy, the Bank has adopted a highly targeted approach to business development within familiar markets whose risk level is within its tolerance level.

The improvement of operational efficiency is also one of the Bank's top three priorities and is at the heart of its key preoccupations. Major steps were taken in that regard during the past fiscal year, with the organization's efficiency ratio improving from 73.2% in 2007 to 70.7% in 2008. Enhancing efficiency demands an review of business processes so as to get the most out of every dollar invested and devote maximum energy to activities most able to generate growth.

Since November 1, 2007, activities related to commercial lending to small and medium-sized enterprises in Quebec have been grouped with retail financial services activities in the new Retail & SME Quebec segment. These commercial loan activities were previously included in the Commercial Financial Services segment, which is now known as Real Estate & Commercial and includes real estate financing throughout Canada, commercial financing in Ontario, and National Accounts.

Further information on the Bank's development during the 2008 fiscal year can be found in the 2008 MD&A.

### 3. NARRATIVE DESCRIPTION OF THE BUSINESS

### 3.1 General Description of the Business

With close to 3,400 employees, over \$19 billion in assets, 156 branches and 342 automated banking machines, the Bank is firmly rooted in Quebec, where it operates the third largest branch network. Elsewhere in Canada, the Bank has secured a choice position in certain specific market segments. Moreover, with 41% of its loans originating from other provinces, the Bank enjoys the benefits of nationwide geographical diversification.

Established in 1846, the Bank is widely recognized today for its exceptional service, simplicity and proximity. The Bank offers varied financial services to individuals and to small and medium-sized enterprises. It also provides products to an extensive external network of independent financial professionals through B2B Trust, as well as full-service brokerage services via Laurentian Bank Securities.

The Bank has five business segments (Retail & SME Quebec, Real Estate and Commercial, B2B Trust, Laurentian Bank Securities, and Other).

Further information, including financial information, on the business of the Bank, its principal markets, products and services and distribution methods, can be found in Schedule A to this Annual Information Form as well as under the heading "Review of Business Segments' Activities" on pages 15 to 22 of the 2008 MD&A and in Note 26 "Segmented Information" to the 2008 Financial Statements.

### 3.2 Additional Information Relating to the Business

### 3.2.1 Markets and Competition

The Bank is well established in the Province of Quebec, operating the third largest retail branch network and is also a performing player in specific markets segments elsewhere in the country. As at October 31, 2008, 41% of the Bank's total loans came from outside Quebec. The Bank ranks seventh among Canadian Schedule I chartered banks on the basis of assets.

The financial products and services industry is a mature industry with many types of competitors (notably Canadian chartered banks, foreign banks, trust and loan companies, credit unions, insurance companies, alternative financing companies, mutual fund companies, independent brokers and securities brokers). The Bank competes with them in all its areas of business. The main differentiation factors between suppliers of financial products and services are among others rates and prices offered on products and services, service quality, offering and flexibility of products and services, proximity and the use of technology.

### 3.2.2 Loans

To control credit risks, the Bank has implemented credit and financial management policies that include limits on the maximum commitment that may be made to an individual or commercial borrower or a financial institution.

Within the limits set for loans granted to commercial borrowers, sublimits have been established to control the risks the Bank is prepared to assume in sectors deemed to entail higher risk. The sublimits apply to individual commitments as well as to commitments for specific industries and products.

Lastly, the Bank has established lending commitment limits for each region. The Bank's policies exclude the possibility of granting loans outside Canada. All exceptions to the policies require the approval of the Risk Management Committee of the Board of Directors.

### 3.2.3 Product Development

Always seeking to offer products and services that meet its clients' needs, the Bank continuously evaluates the relevance of its product offering and performs the research necessary to ensure its optimization. Product development is mainly done internally. Drawing on the expertise of the specialists of each business segment and the Marketing team, it constitutes a normal and regular activity of the Bank.

### 3.2.4 Skills and Specialized Knowledge

The success of a financial institution's business is based on, among other things, the skills and expertise of its human resources. As a result, the recruitment of competent resources, continuous training and the transfer of knowledge are key activities crucial to the Bank's performance. Despite a highly competitive job market, the working conditions and challenges offered by the Bank give it access to the resources necessary for its operation. The skill of its employees is an undeniable asset for the Bank.

### 3.2.5 Intangible Assets

The Bank attaches great value to its trademarks and other intellectual property rights. It has registered or applied to register a number of trade names and trademarks. The Bank follows up on its rights in this area; the duration and effects involved are variable. Further information thereon can be found on pages 72 and 73 of the 2008 MD&A and in Note 8 "Goodwill and Other Intangible Assets" to the 2008 Financial Statements.

### 3.2.6 Economic Dependence

Due to the nature of its activities and resources, the Bank is highly autonomous in its operations. However, it has entered into agreements with certain suppliers who provide strategic services to it on an outsourcing basis. For example, the Bank has entered into agreements with suppliers of information technology services that cover the processing and execution of all transactions related to its central information systems. Also in the information technology field, the Bank has outsourced the development and maintenance of its office automation applications and specialized applications to certain information technology consulting firms.

### 3.2.7 Business Cycle

The Bank's business generally follows economic cycles, and seasonal variation is relatively minor. However, the second quarter of the fiscal year, which has less days than the others (90 days compared to 92 days for the three other quarters) generates lower net interest income. This income generally accounts for between 50% and 67% of the Bank's total income and is particularly affected by this shorter period. Further information thereon can be found on page 32 of the 2008 MD&A.

### 3.2.8 Environmental Protection

Environmental legislation and regulations can give rise to certain financial risks. The Bank therefore considers environmental issues in its credit evaluation and asset acquisition procedures to ensure that its interests are reasonably protected. To date, environmental risks have had no material effect on the Bank's operations and results.

Due to the nature of the Bank's activities, environmental protection requirements have little impact on its business. However, the Bank is careful to manage its resources so as to limit the impact of its activities on the environment, in particular by encouraging recycling and optimal use of physical resources.

### 3.2.9 Reorganizations

Information concerning the nature and results of material reorganizations of the Bank or its subsidiaries is presented under the heading "Three-Year History" herein and in Note 27 "Disposals and Changes in Ownership Interest" to the 2008 Financial Statements.

### 3.2.10 Social Policies

The Bank is concerned with being a good corporate citizen and contributing to the well-being of the community. Each year, approximately 1% of the Bank's net after-tax income is paid out in the form of donations to organizations and institutions that provide services to the public. The Bank concentrates its actions in a certain number of sectors and its key goals are: to contribute to build the future of our children, build a healthy society and encourage mutual support. The Bank also encourages its employees to get involved in their communities.

Equity is a principle that the Bank applies in all its activities. Determined to provide equal employment opportunities to all its employees and all potential candidates, the Bank has implemented an employment equity program. More than 50% of the Bank's managers are women.

### 3.3 Risk Factors

The information regarding the Bank's significant risk factors is presented under the "Outlook and Objectives for 2009" and "Integrated Risk Management Framework" headings on pages 13 and 14 and on pages 46 to 70 of the 2008 MD&A and in Note 20 "Risk Management Related to Financial Instruments" to the 2008 Financial Statements. Reference is also made to the "Caution Regarding Forward-Looking Statements" on page 2 of this Annual Information Form.

### 4. DIVIDENDS

During the fiscal years specified below, the Bank declared the following dividends:

Dividends Declared				
	2008	2007	2006	
	Per share (\$)	Per share (\$)	Per share (\$)	
Common shares	1.30	1.16	1.16	
Class A Preferred Shares				
Series 9	1.50	1.50	1.50	
Series 10	1.31	1.31	1.31	

### Restrictions

Restrictions to the declaration and payment of dividends are described at Note 13 "Capital Stock" to the 2008 Financial Statements.

### **Policy**

The Bank aims to pay a dividend on its common shares that will fall within the range of 40% to 50% of net income per share, while ensuring that capital is maintained at an optimal level for supporting its operations. The Bank's common share dividend payout ratio could, however, fall outside the range of 40% to 50% of net income per share:

- to the extent necessary to ensure that capital is maintained at an optimal level for supporting the Bank's operations;
- if the net income per share is affected by the result of operations or events of a non-recurring nature;
- if the net income per share is at an atypical level and the forecasts indicate a return of the net income per share to a normal level.

Reference is also made to the heading "Dividends" on page 45 of the 2008 MD&A.

### 5. CAPITAL STRUCTURE

### 5.1 General Description of Capital Structure

Information regarding the Bank's capital structure can be found on page 38 and under the "Capital Management" heading on pages 43 to 45 of the 2008 MD&A as well in Note 13 "Capital Stock" to the 2008 Financial Statements.

The holders of common shares are entitled to one vote for each share held at all meetings of shareholders, except meetings at which only holders of preferred shares of one or more series are entitled by law to vote. The holders of common shares are entitled to receive dividends if, as and when declared by the Board of Directors, subject to the rights of holders of preferred shares. In the event of any liquidation, dissolution or winding-up of the Bank, subject to the rights of holders of preferred shares, the holders of common shares are entitled to participate rateably in any distribution of the remaining property of the Bank.

The characteristics of non-cumulative Class A Preferred Shares Series 9 can be found in the final Short Form Prospectus dated October 25, 2001, and more specifically on pages 5 to 9, relating to the issuance of this series of shares.

The characteristics of non-cumulative Class A Preferred Shares Series 10 can be found in the final Short Form Prospectus dated April 6, 2004, and more specifically on pages 5 to 9, relating to the issuance of this series of shares.

### 5.2 Ratings (Assigned by Credit Rating Agencies)

Information regarding the ratings assigned by credit rating agencies can be found in the following tables and on page 66 of the 2008 MD&A.

### Standard & Poor's (S&P)

Deposits and debts	BBB	•	BBB is the fourth highest of S&P's ten long-term credit categories
Subordinated debentures	BBB-	<ul> <li>BBB is the fourth highest of S&amp;F long-term credit categories</li> <li>The sign "-" means that the securities be considered as belonging in the</li> </ul>	
			echelon of the category
Preferred shares	BB+ [or P-3 (High) on the Canadian scale]	•	BB+ is the fifth highest of S&P's ten long-term credit categories
		•	The sign "+" means that the securities should be considered as belonging in the upper echelon of the category
Short-term instruments	A-2 [A-2 on the Canadian scale]	•	A-2 is the second highest of S&P's six short-term credit categories

### **Dominion Bond Rating Service Limited (DBRS)**

(On June 11, 2008, DBRS upgraded the Bank's ratings)

Deposits and debts	BBB (High)	BBB is the fourth highest of DBRS's ten long-term credit categories
		The qualifier "High" means the securities should be considered as belonging in the upper echelon of the category
Subordinated debentures	BBB	BBB is the fourth highest of DBRS's ten long-term credit categories
Preferred shares	Pfd-3 (High)	Pfd-3 is the third of DBRS's six preferred share credit categories
		The qualifier "High" means the securities should be considered as belonging in the upper echelon of the category
Short-term instruments	R-1 (Low)	R-1 is the first of DBRS's six short-term credit categories
		The qualifier "Low" means the securities should be considered as belonging in the lower echelon of the category

A rating is not a recommendation to buy, sell or hold securities and may be subject to revision or withdrawal at any time by the rating organization.

### Rating Trends and Outlooks

As at the date of this Annual Information Form, the credit rating agencies' rating outlooks are as follows:

S&P	Positive (outlook changed from "Stable" to "Positive" on May 21, 2008)
DBRS	Stable

A S&P rating outlook assesses the potential direction of a long-term credit rating over the intermediate term (typically six months to two years). In determining a rating outlook, consideration is given to any changes in the economic and/or fundamental business conditions. An outlook is not necessarily a precursor of a rating change or future action. The S&P rating outlooks have the following meanings:

- "Positive" means that a rating may be raised
- "Negative" means that a rating may be lowered
- "Stable" means that a rating is not likely to change
- "Developing" means a rating may be raised or lowered

Each DBRS rating category is appended with one of three rating trends—"Positive," "Stable," "Negative"—in addition to "Under Review." The rating trend helps to give the investor an understanding of DBRS's opinion regarding the outlook for the rating in question. However, the investor must not assume that a positive or negative trend necessarily indicates that a rating change is imminent.

### 6. MARKET FOR SECURITIES

## 6.1 Trading Price and Volume

The common and preferred shares of the Bank are listed on the Toronto Stock Exchange (TSX).

Price Range and Volume Traded  Laurentian Bank of Canada (Common Shares) Symbol: "LB" on the TSX						
Month High (\$) Low (\$) Volume						
November 2007	43.75	38.11	2,523,231			
December 2007	40.99	32.62	2,452,047			
January 2008	36.50	31.30	3,277,269			
February 2008	41.00	35.63	1,767,299			
March 2008 44.38 38.62 2,75						
April 2008	43.49	41.34	1,569,251			
May 2008	43.60	39.96	1,240,080			
June 2008	44.85	41.23	1,591,485			
July 2008	43.45	35.71	1,756,179			
August 2008	44.24	38.06	990,167			
September 2008	44.44	37.52	3,321,155			
October 2008	43.50	35.13	3,590,955			
Total	Total 26,830,865					

Price Range and Volume Traded  Laurentian Bank of Canada (Preferred Shares Series 9) Symbol: "LB.PR.D" on the TSX						
Month	Month High (\$) Low (\$) Volume					
November 2007	25.50	24.80	53,770			
December 2007	25.45	23.91	69,075			
January 2008	25.44	24.50	41,035			
February 2008	25.43	24.72	37,950			
March 2008	25.64	24.53	40,083			
April 2008	25.08	24.36	46,068			
May 2008	25.28	24.90	31,065			
June 2008	25.11	22.71	46,300			
July 2008	23.00	20.30	49,592			
August 2008	23.88	22.31	24,686			
September 2008	24.29	22.00	35,265			
October 2008	22.05	18.02	83,873			
Total	Total 558,762					

Price Range and Volume Traded  Laurentian Bank of Canada (Preferred Shares Series 10) Symbol: "LB.PR.E" on the TSX					
Month	High (\$)	Low (\$)	Volume		
November 2007	23.49	21.64	158,444		
December 2007	22.90	18.51	221,516		
January 2008	23.50	21.25	89,182		
February 2008	23.41	22.66	60,407		
March 2008	23.47	20.79	40,137		
April 2008	22.63	21.52	65,805		
May 2008	22.56	22.05	50,387		
June 2008	22.42	19.51	82,567		
July 2008	20.86	18.26	63,987		
August 2008	21.76	20.11	48,387		
September 2008	21.78	19.80	53,663		
October 2008	19.96	15.01	90,805		
Total	Total 1,025,287				

### 7. DIRECTORS AND OFFICERS

### 7.1 Name, Position and Security Holding

As at October 31, 2008, the directors and executive officers of the Bank, as a group, beneficially own, directly or indirectly, or exercise control or direction over, 56,604 common shares of the Bank (representing 0.237% of the issued and outstanding common shares of the Bank).

### Directors

As at the date of this Annual Information Form, the directors of the Bank are:

Name	Place of residence	Director since	Principal occupation
Lise Bastarache	Candiac (Quebec)	2006	Economist and corporate director
Jean Bazin	Nun's Island, Verdun (Quebec)	2002 (and from 1990 to 2000)	Counsel, Fraser Milner Casgrain LLP
Richard Bélanger	Lac-Beauport (Quebec)	2003	President, Toryvel Group Inc.
Ève-Lyne Biron	Candiac (Quebec)	2003	President and General Manager, Laboratoire Médical Biron inc.
Isabelle Courville	Dorval (Quebec)	2007	President, Hydro-Québec TransÉnergie
L. Denis Desautels <sup>1</sup>	Ottawa (Ontario)	2001	Chartered accountant and corporate director
Pierre Genest	Quebec City (Quebec)	2006	Chairman of the Board, SSQ, Life Insurance Company Inc.
Michel C. Lauzon	Rosemère (Quebec)	2008	Business consultant
Pierre Michaud <sup>2</sup>	Montreal (Quebec)	1990	Corporate director

<sup>&</sup>lt;sup>1</sup> Chairman of the Board

<sup>&</sup>lt;sup>2</sup> Vice-Chairman of the Board

Name	Place of residence	Director since	Principal occupation
Carmand Normand	North Hatley (Quebec)	2004	Chairman of the Board, Addenda Capital inc.
Jacqueline C. Orange	Toronto (Ontario)	2008	Corporate director
Réjean Robitaille	La Prairie (Quebec)	2006	President and Chief Executive Officer, Laurentian Bank of Canada
Jonathan I. Wener	Hampstead (Quebec)	1998	Chairman of the Board, Canderel Management Inc.

All directors will hold office until the close of the next annual meeting of the shareholders of the Bank or until the election or appointment of their successors.

All the directors of the Bank have held their present positions or other management positions in the same or related companies during the last five years, with the exception of Ms. Lise Bastarache who, prior to February 2005, was Regional Vice-President - Quebec, Private Banking at RBC Financial Group; Mr. Richard Bélanger who, prior to June 2004, was Senior Vice-President, Eastern Operations and Corporate Development, at Canfor Corporation; Ms. Isabelle Courville who, prior to January 2007, was President of Bell Canada's Enterprise Group; Mr. L. Denis Desautels who, prior to October 2008, was Executive-in-Residence of the School of Management of the University of Ottawa; Mr. Pierre Genest who, prior to April 2006, was corporate director and, prior to February 2006, was President and Chief Executive Officer of the Fonds de solidarité des travailleurs du Québec (F.T.O.); Mr. Michel C. Lauzon who, prior to August 2007, was Senior Vice-President, Corporate Development and Chief Financial Officer of Centria Commerce Inc. and, prior to March 2005, was President and Chief Operating Officer of TAL Global Asset Management Inc.; Mr. Pierre Michaud who, prior to February 2008, was Chairman of the Board of Provigo Inc; and Ms. Jacqueline C. Orange who, prior to June 2008, was Governor of the University of Toronto and Chair of its business Board (2003-2007) and, prior to April 2005, was President and Chief Executive Officer of Canada Investment and Savings.

The Bank has three committees of the Board of Directors, the members of which are as follows:

Audit Committee: Jean Bazin, Richard Bélanger (Chair), Ève-Lyne Biron, L. Denis Desautels and Jacqueline C. Orange.

Risk Management Committee: Lise Bastarache, Richard Bélanger, Pierre Genest, Michel C. Lauzon and Jonathan I. Wener (Chair).

Human Resources and Corporate Governance Committee: Isabelle Courville, L. Denis Desautels, Pierre Michaud (Chair) and Carmand Normand.

### Executive Officers

The Bank's executive officers as at the date of this Annual Information Form and their place of residence are:

Name	Position	Place of Residence
Réjean Robitaille	President and Chief Executive Officer	La Prairie, Quebec
Luc Bernard	Executive Vice-President, Retail Financial Services and SMEs	Longueuil, Quebec

Name	Position	Place of Residence
Robert Cardinal	Senior Executive Vice-President and Chief Financial Officer	Brossard, Quebec
François Desjardins	Executive Vice-President, Bank, and President and Chief Executive Officer, B2B Trust	Longueuil, Quebec
Bernard Piché	Senior Executive Vice-President, Treasury, Capital Markets and Brokerage	Montreal, Quebec
Lorraine Pilon	Executive Vice-President, Corporate Affairs and Secretary	LaSalle, Quebec

All the executive officers of the Bank have held their present positions or other management positions at the Bank or its subsidiaries during the last five years.

### 8. LEGAL PROCEEDINGS AND REGULATORY ACTIONS

Relevant information with respect to legal proceedings can be found in Note 25 "Contingencies" to the 2008 Financial Statement.

### 9. TRANSFER AGENTS AND REGISTRARS

The transfer agent and registrar of the Bank is Computershare Investor Services Inc. The transfer books for each class of shares of the Bank are kept in Chicago, Illinois, United States.

### 10. INTERESTS OF EXPERTS

### 10.1 Names of Experts

The external auditor of the Bank is Ernst & Young LLP. The external auditor has confirmed that it is independent in accordance with the applicable rules of professional conduct.

### 11. AUDIT COMMITTEE DISCLOSURE

### 11.1 Mandate of the Audit Committee

The mandate of the Audit Committee can be found in Schedule B to this Annual Information Form.

### 11.2 Composition of the Audit Committee

The Audit Committee of the Bank is formed of:

Richard Bélanger, Chair Jean Bazin Ève-Lyne Biron L. Denis Desautels Jacqueline C. Orange According to the evaluation made by the Human Resources and Corporate Governance Committee, each member of the Audit Committee is independent and financially literate within the meaning of Rule 52-110 on Audit Committees.

### 11.3 Relevant Education and Experience

Richard Bélanger, FCA – Mr. Bélanger is president of Toryvel Group Inc., Stetson Timberlands Inc. and Theseus Capital Inc. Prior to June 2004, he was Senior Vice-President, Eastern Operations and Corporate Development of Canfor Corporation. He has also served as, among other positions, President and Chief Executive Officer of Daaquam Lumber Inc. and Chairman and Chief Executive Officer of Produits forestiers Anticosti inc. From 1982 to 1992, he was managing partner of the Bélanger, Girard, Lavoie, Mooney accounting firm, which he founded after having served as an auditor for the Raymond, Chabot, Martin, Paré accounting firm.

A chartered accountant since 1980, Mr. Bélanger was awarded the Prix Émérite and the designation "Fellow" by the Ordre des comptables agréés du Québec in 2004. He is a member of the board of directors of Stella-Jones Inc., a publicly-traded company, where he has also been a member of the audit committee since 1997. He is also a member of the board of trustees, member of the audit committee and chair of the governance and human resources committee of Genivar Income Fund, a publicly-traded entity. Mr. Bélanger sits on the Board of Directors and Audit Committee of the Bank since March 20, 2003. He chairs the committee since March 7, 2006.

The Honourable Jean Bazin, Q.C, LL.L., B. Comm – Mr. Bazin is Counsel at the Fraser Milner Casgrain LLP law firm, which he joined in 1965. Appointed Queen's Counsel in 1984, he was a member of the Senate from 1986 to 1989. As such, he held a seat on the Standing Senate Committee on National Finance, the Standing Senate Committee on Energy and Natural Resources and the Standing Senate Committee on Foreign Affairs, of which he was vice-chairman. As part of his work on these committees, he took part in studies on free trade. He has also worked with several important associations in Canada and abroad, among others the Quebec-Japan Business Forum, of which he was president in 1999.

Mr. Bazin has been or is a member of several boards of directors of non-publicly traded companies and is or has been a member of the audit committee for several of them, on which he has gained a thorough understanding of internal control and the financial reporting process. He is Chairman of the Board of the Société générale de financement du Québec. He also sits on the board of directors of Miranda Technologies Inc., a publicly traded company. Mr. Bazin sits on the Board of Directors of the Bank since September 1, 2002 and on the Audit Committee since may 26, 2004. He was also a director of the Bank from 1990 to 2000 and a member of the Audit Committee from 1995 to 1998. From 2000 to 2002, he was Chairman of the Board of B2B Trust, a subsidiary of the Bank that was at that time a publicly-traded company.

Ève-Lyne Biron – Ms. Biron is President and General Manager of Laboratoire Médical Biron inc., a provider of private medical diagnostic and treatment services with annual sales of close to 30 million \$. In this capacity, Ms. Biron is actively involved in the process of preparing financial reports. Ms. Biron sits on the Board of Directors of the Bank since March 20, 2003. She was a member of the Bank's audit committee from March 2003 to May 2004 and is a member since March 11, 2008. During such times, she had the opportunity to perfect her understanding of internal controls and reporting of financial information. Ms. Biron holds a masters of business administration degree.

**L. Denis Desautels, O.C., FCA** – Mr. Desautels is a chartered accountant since 1964. He worked as a certified public accountant, auditor and senior partner of the Ernst & Young accounting firm (formerly Clarkson Gordon) from 1964 to 1991. Mr. Desautels was appointed Auditor General of Canada in 1991, a position he held until 2001. As such, he was responsible for auditing the financial statements of the Canadian government, territorial governments and many Crown corporations.

The Ordre des comptables agréés du Québec and the Institute of Chartered Accountants of Ontario awarded him the title of Fellow in 1986 and 1991 respectively. More recently, he has received honorary doctorates from the University of Ottawa, Waterloo University and Saint Paul University and has also been appointed an Officer of the Order of Canada.

Mr. Desautels is a member of the boards of directors and president of the audit committees of Bombardier Inc. and The Jean Coutu Group (PJC) Inc. He was a member of the board of directors and president of the audit committee of Alcan Inc. until November 2007. Mr. Desautels sits on the Board of Directors of the Bank since December 4, 2001. He chaired the Audit Committee from March 21, 2002 to March 20, 2003, at which time he became Chairman of the Board.

Jacqueline C. Orange – Ms. Orange is a corporate director and sits on the Board of Directors and Audit Committee of the Bank since March 11, 2008. From 1996 to 2005, she was President and Chief Executive Officer of Canada Investment and Savings, a special operating agency of the Department of Finance, Government of Canada, where she was responsible for \$22 billion in assets and over \$3 billion in annual sales. For the seventeen years prior, she held increasingly senior positions in the banking, trust and insurance industries. She was a member of the Governing Council of the University of Toronto from 1999 to 2008, where she was chair of its Business Board from 2003 to 2007. The Audit Committee of the University reports to the Business Board, which reviews and accepts the financial statements.

Ms. Orange holds a masters of business administration degree from The Richard Ivey School of Business at the University of Western Ontario. In 2008, she received the ICD.D director designation from the Institute of Corporate Directors, including completion of the Directors Education Program at the Rotman Business School of the University of Toronto.

### 11.4 Prior Approval Policies and Procedures

During the fiscal year, the Audit Committee reviewed the Bank's policy regarding the services that could be provided by its external auditor. The policy specifies the prior approval procedures for non-auditing services provided by the Bank's auditor. The policy generally prohibits the Bank from hiring its auditor to provide certain services unrelated to audits at the Bank and its subsidiaries, including services related to bookkeeping and to the financial statements; to the design and implementation of financial information systems; to evaluation, actuarial, internal audit and investment banking services; to management and human resources functions; and to legal services. The policy allows the Bank to retain the services of the auditor for non-auditing services in certain cases and only with the prior approval of the Audit Committee. The Committee thus approved in accordance with the policy certain services to be rendered by the auditor in connection with the Bank's transition towards International Financial Reporting Standards (IFRS). In addition, the policy sets out various restrictions on the hiring of personnel who have worked for the external auditor.

### 11.5 Fees for the Services of the External Auditor (Broken Down by Category)

The following table presents by category the fees billed by the external auditor Ernst & Young LLP for the fiscal years ended October 31, 2008 and 2007.

Fee category	2008 (\$)	2007 (\$)
Audit fees	1,656,545	1,712,100
Fees for audit-related services	82,427	119,800
Fees for tax services	6,214	29,700
Other fees	18,503	364,500
Total	1,763,689	2,226,100

"Audit fees" include all fees of Ernst & Young LLP for the audit of the annual consolidated financial statements, examination of the interim financial statements, the other statutory audits and submissions, and the fees related to consultation regarding standards of accounting and financial disclosure.

"Fees for audit-related services" include all fees of Ernst & Young LLP for certification services and other related services traditionally carried out by the independent auditor, including the audit of various trusts and other entities required in the context of securitization of mortgage loans receivables.

"Fees for tax services" include all fees of Ernst & Young LLP for tax-related advice other than the time devoted to the review of fiscal impacts as part of the audit and examination of the financial statements.

"Other fees" include all fees of Ernst & Young LLP for all services other than those posted in the Audit Fees, Fees for audit-related services and Fees for tax services categories, in particular translation services and business recovery services where the auditor acts as privately appointed receiver and manager pursuant to the terms of a security instrument held by the Bank.

### 12. ADDITIONAL INFORMATION

Additional information relating to the Bank may be found on the SEDAR website (www.sedar.com) and on the Bank's website (www.laurentianbank.ca).

Additional information, including directors' and officers' remuneration and indebtedness, principal holders of the Bank's securities and securities authorized for issuance under equity compensation plans, if applicable, is contained in the Bank's Management Proxy Circular for its most recent annual meeting of securityholders that involved the election of directors.

Additional financial information is provided in the Bank's financial statements and MD&A for its most recently completed financial year.

The Bank will provide to any person or corporation, upon written request to the Executive Vice-President, Corporate Affairs and Secretary of the Bank, at 1981 McGill College Avenue, 20<sup>th</sup> Floor, Montreal, Quebec H3A 3K3:

(a) when securities of the Bank are in the course of a distribution pursuant to a short form prospectus or a preliminary short form prospectus:

- (i) one copy of the latest annual information form of the Bank, together with one copy of any document, or the pertinent pages of any document, incorporated therein by reference;
- (ii) one copy of the comparative financial statements of the Bank for the Bank's most recently completed financial year, together with the report of the auditor thereon, and one copy of any interim financial statements of the Bank submitted, if applicable, for all periods following the end of the last fiscal year;
- (iii) one copy of the management proxy circular of the Bank in respect of its most recent annual meeting of shareholders that involved the election of directors or one copy of any annual documents submitted in lieu of that management proxy circular, if applicable; and
- (iv) one copy of any other documents which are incorporated by reference into the preliminary short form prospectus or the short form prospectus and that the Bank is not bound to supply under clauses (a) (i), (ii) and (iii) above;
- (b) at any other time, one copy of the documents referred to in clauses (a) (i), (ii) and (iii) above, for which the Bank may require the payment of a reasonable charge from such a person or corporation who is not a security holder of the Bank.

# SCHEDULE A

# PROFILE OF BUSINESS SEGMENTS

Business Segment	Retail and SME Quebec	Real Estate and Commercial	B2B Trust	Laurentian Bank Securities	Other
Profile	Complete line of products and services for individuals and small and medium-sized enterprises in Quebec:  156 branches, including 25 financial services boutiques and 2 Espresso Bank Cafés  10 commercial banking centres (loans of up to \$3 million) and 7 agricultural banking centres (loans of up to \$20 million)  342 automated banking machines with exclusive presence in Montreal's metro Metwork of more than 3,500 merchants offering Laurentian Bank financing across Canada	Real estate financing in Canada through 6 real estate financing centres across the country (loans of up to \$30 million)  Commercial financing in Ontario through 4 commercial financing centres (loans of up to \$20 million)  Corporate financing in Quebec offered by the National Accounts team based in Montreal (loans of \$3 million to \$20 million)	Financial products and services offered through a network of more than 14,000 Canadian financial professionals (financial advisors, planners and brokers) for distribution to their clients throughout Canada	Complete range of investment products (offered through a network of 15 offices in Quebec and Ontario) grouped under five business lines:  Institutional – Fixed Income Income Institutional - Equity Retail brokerage services Discount brokerage Business services	Services include:  Treasury  Credit  Finance, administration and strategic development  Corporate affairs  Human resources
Number of Employees	Close to 2,200	Close to 100	More than 280	More than 190	More than 700

<b>Business Segment</b>	Retail and SME Quebec	Real Estate and Commercial	B2B Trust	Laurentian Bank Securities	Other
Summary of Products and Services	Retail  Transactional products, mortgage solutions, loans, lines of credit, investment products (guaranteed investment certificates, term deposits, mutual funds, etc.), VISA credit cards, debit cards and credit insurance  SME Short- and long-term financing solutions, investment products, transactional services, VISA cards, electronic services, foreign exchange transactions and international transaction settlement	Real estate, commercial and corporate financing	Investment and RRSP loans, GIC deposits, residential broker mortgages, self-directed accounts and banking services	Institutional – Fixed Income Research and trading of government and corporate securities Financing of governments and corporations Institutional - Equity Research and trading of securities issued by small-cap companies for portfolio managers Financing of small-cap companies Advisory, trading and research, as well as Immigrant Investor Program Discount Brokerage Execution of attractively priced transactions for informed clients  Business Services Complete back-office	

### **SCHEDULE B**

### MANDATE OF THE AUDIT COMMITTEE

### 1. Establishment

The Audit Committee (the «Committee») is constituted by the Bank's Board of Directors in order to support it in exercising its oversight and communication and disclosure functions.

The Committee reviews its mandate annually.

### 2. Appointment and Membership

The Committee consists of at least three directors.

At the Board meeting that follows the annual meeting of shareholders, the Board of Directors appoints the directors who make up the Committee and its Chair. The Committee shall be formed of members who are not employees or officers of the Bank or a subsidiary and a majority of whom are not affiliated with the Bank. All Committee members must meet the independence requirements established by the Board and are financially literate as stipulated in *Multilateral Instrument 52-110 – Audit Committees*.

Unless they are replaced in the interim by decision of the Board, the Committee members shall remain in office until the Board meeting that follows the annual meeting of shareholders.

### 3. Compensation

For their services, the members of the Committee receive the compensation established by resolution of the Board.

### 4. Meetings

The Committee meets at least once every quarter.

Committee meetings may be held without notice provided the members waive such notice, as often as the members deem appropriate and at the location determined by them.

The Committee Chair, the President and Chief Executive Officer, the Chief Financial Officer, the officer in charge of internal audit and the external auditor can demand that a meeting be held.

The external auditor receives notice of and may attend Committee meetings.

### 5. Quorum

Quorum at Committee meetings shall be constituted by a majority of the members.

### 6. Chair

The Committee Chair, as designated by the Board of Directors, chairs the Committee meetings. In the Chair's absence, the members present may elect from their number a Chair pro tempore.

The external auditor, the officer in charge of internal audit and the officer in charge of compliance may communicate directly with the Chair.

### 7. Procedure

The procedure for Committee meetings shall be the same as that for meetings of the Board of Directors.

### 8. Powers of the Committee

In carrying out its mandate, the Committee, if it deems appropriate, may:

- (a) call a meeting of directors;
- (b) communicate with or meet privately with any officer or employee of the Bank as well as with its internal and/or external auditors; and
- (c) call on the services of resources external to and independent of the Bank and determine and pay the related fees in compliance with the policy of the Board of Directors regarding the use of external advisors.

### 9. Secretary

The Secretary of the Bank or any other officer designated by the President of the Bank shall carry out, with respect to the Committee's mandate, the duties of the secretary and those assigned by the Committee Chair.

### 10. Functions

The Committee discharges its statutory obligations and exercises the following functions which are delegated by the Board as well as any other functions that may from time to time delegated to it by the Board:

### 10.1 Oversight Functions

With respect to the external auditor:

- 10.1.1 recommend to the Board the appointment or dismissal of the external auditor;
- assure itself of the competence, independence and the adequacy of the resources of the external auditor, review and, if appropriate, approve its mandate and engagement letter and recommend its compensation to the Board;

- 10.1.3 assure itself of the competence and independence of the audit firm's partner in charge of the Bank's account and assure itself of his/her periodic rotation;
- assure itself that the scope of the audit plan is appropriate, risk based, and addresses major areas of concern, and that the audit plan is reviewed with appropriate frequency;
- 10.1.5 oversee the external auditor's activities and resolve all issues that may arise between the external auditor and Management;
- 10.1.6 periodically review the external auditor's performance;
- 10.1.7 establish criteria for any non-audit services that the external auditor may provide, including rules stipulating when advance approval by the Committee is required, and approve such services in advance when required;
- 10.1.8 review and, if appropriate, approve the hiring policies with respect to the partners and employees and former partners and employees of the current and former external auditors;

With respect to financial statements and reports:

- oversee the integrity and quality of financial statements and assure itself that the institution's accounting practices are prudent and appropriate;
- 10.1.10 discuss the quality of financial statements with the external auditor and assure itself that the financial statements fairly present the financial position, the results of operations and the cash flows of the Bank;
- 10.1.11 discuss the audit results, financial statements and related documents, audit report and any related concern of the external auditor with Management and the external auditor;
- 10.1.12 hold regular meetings with the external auditor, without Management present, to understand all issues that may have arisen during meetings between the auditor and Management in the course of the audit and how those issues have been resolved, and to determine the extent to which accounting practices being used by the Bank are appropriate relative to materiality of the item;
- 10.1.13 review the external auditor's recommendation letter which follows the annual audit and the corresponding follow-ups, material changes to accounting practices, the main value judgements on which the financial reports are based and how these reports are drafted;

- 10.1.14 review the annual and quarterly financial statements, management's discussion and analysis and press releases regarding annual and quarterly results, the annual information form and any statement required by regulatory authorities prior to their publication and recommend their adoption by the Board, if appropriate;
- 10.1.15 examine all investments and transactions likely to undermine the Bank's financial position that are reported by the external or internal auditor or an officer, including loans referred to in section 328 of the *Bank Act*, and meet with the external auditor to discuss them;
- 10.1.16 recommend to the Board the declaration of dividends and review the related press release;
- 10.1.17 review and, if appropriate, approve transfers of tax between the Bank and its affiliates;
- 10.1.18 review and, if appropriate, approve the financial statements of the pension plans offered by the Bank to its employees;

### With respect to the internal audit function:

- 10.1.19 approve the selection of the officer in charge of internal audit and assure itself of his/her competence, independence and the adequacy of his/her resources and of his/her compensation and review and, if appropriate, approve his/her mandate;
- 10.1.20 assure itself that the internal audit activities have a sufficient degree of independence, sufficient status and visibility and that they are subject to periodic reviews;
- 10.1.21 assure itself that the scope of the audit plan is appropriate, risk based, and addresses major areas of concern, and that the audit plan is reviewed with appropriate frequency;
- discuss with the officer in charge of internal audit his/her material findings and recommendations and follow up thereon;
- 10.1.23 periodically review the performance of the officer in charge of internal audit;

### With respect to internal controls:

10.1.24 assure itself that Management implements appropriate internal control and management information systems, review, assess and approve such systems and assure itself of their integrity and effectiveness, including the elements comprised in any certification required by regulations;

- 10.1.25 meet with the external auditor, the officer in charge of internal audit and Management to discuss the effectiveness of the implemented internal control and management information systems and the measures taken to rectify any material weaknesses and deficiencies;
- assure itself that Management implements procedures regarding the receipt, retention and handling of complaints received with respect to accounting, internal accounting controls or audit as well as regarding confidential anonymous submissions by employees on questionable accounting or audit matters, and review and, if appropriate, approve the policy on the handling of complaints and comments about suspicious accounting and audit-related activities and assure itself of its respect;

### With respect to compliance:

- 10.1.27 review and, if appropriate, recommend that the Board approve the compliance policy and assure itself of its respect;
- 10.1.28 review and, if appropriate, approve the money laundering and terrorist financing policy and assure itself of its respect;
- approve the selection of the officer in charge of compliance and assure itself of his/her competence, independence and the adequacy of his/her resources and of his/her compensation;
- 10.1.30 assure itself that the compliance activities have a sufficient degree of independence, sufficient status and visibility and that they are subject to periodic reviews;
- discuss with the officer in charge of compliance his/her material findings and recommendations and follow up thereon;

### With respect to supervisory agencies:

10.1.32 meet with regulatory authorities, discuss their findings and recommendations and follow up thereon.

### 10.2 Communication and Disclosure Functions

- 10.2.1 review and, if appropriate, approve the ways by which the shareholders and other stakeholders can communicate with the Bank;
- assure itself that adequate procedures are in place to examine communication of financial information to the public excerpted or derived from financial statements, assure itself of their effectiveness, review and, if appropriate, approve the financial information disclosure policy and assure itself of its respect;
- 10.2.3 report to the shareholders on the Bank's performance.

### 11. Reporting

The Committee reports on its activities to the Board of Directors, verbally at the Board meeting that normally follows the Committee meeting, and in writing at the subsequent Board meeting.

The Committee also reports yearly on its activities to the shareholders in the course of the annual shareholders' meeting.