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Montreal 134th ANNUAL REPORT 1980
CITY & DISTRICT SAVINGS BANK



HOWARD ROSS LIBRARY
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MONTREAL UNIVERSITY



CITY&DISTRICT SAVINGS BANK

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**Highlights of Consolidated
Financial Statements**

	1980	1979
	(in thousands of dollars)	
Assets	\$3 598 573	\$3 250 777
Deposits	\$3 307 480	\$2 940 421
Securities	\$ 468 591	\$ 455 949
Mortgage Loans	\$2 393 700	\$2 157 663
Net Profit for the year	\$ 7 471	\$ 7 802

ADDRESS OF THE CHAIRMAN OF THE BOARD



Mr. André Marcil

Shareholders of the Bank, Ladies and Gentlemen:

It is with pleasure that I wish you all the most cordial welcome to this 134th Annual Meeting of the Montreal City and District Savings Bank.

This Meeting marks for me the end of a period, for as you all know, I have already, since the 1st of November last, relinquished the position of chief executive officer, and at the end of this Meeting I will cease to be the chairman of the Board. All of this is in keeping with the understanding I had made with the Bank in February 1976 which foresaw that my mandate would end in five years time, that is when I would have attained 70 years of age.

Under the circumstances, it is perhaps in order to go over the road we have travelled together during these five years.

For the moment, I will talk of the non-consolidated results, that is of the Bank alone and only in very general terms, leaving to Mr. Roger Lavoie the task of reviewing in detail the 1979-80 results.

First of all, one must realize that again we have experienced a difficult year in which interest rate movements have fluctuated sharply and moreover both in their range and in the peaks they have reached which have never before been experienced in the past. In our business, these are the worse conditions we can meet with.

Thus, in spite of an increase in our revenues this year from \$157,269,000 to \$180,800,000, we have also seen our expenses rise from \$150,900,000 to \$178,800,000, the major contribution to the increase being the cost of money. In spite of this, we have nevertheless ended the year with a net profit of \$4,225,855 as against \$4,589,674 the year before. Under the circumstances, a performance quite acceptable in my opinion.

Five years ago, the same headings showed the following figures:

Our income was of the order of \$81,500,000, our expenses \$74,500,000 and our net profit \$3,200,000. We have therefore maintained progress during this period.

On our financial statement side, our total assets have gone from \$1,675,326,000 last year to \$1,757,033,000 this year. At the same time, our liabilities, including \$20,800,000 reserves for losses, amounted to \$1,696,963,000 raising our shareholders' equity to \$60,000,000 against \$58,000,000 last year.

Again looking back to 1975, we see that in 1975 our assets totalled \$968,628,000, our liabilities, including \$7,200,000 reserves for losses, amounted to \$941,000,000, and shareholders' equity was \$27,500,000.

Our progress during these five years, in spite of two difficult years, has nevertheless been re-assuring.

But that which is definitely encouraging is the consolidated statement of the Bank and its subsidiaries, that is the *Crédit Foncier* and the *Trustees*.

This shows that the 1975 consolidated income of \$85,800,000 has risen to \$380,700,000, and net profits from \$3,500,000 to \$7,500,000, all in round figures.

Moreover, consolidated assets have gone from \$1,010,000,000 to \$3,600,000,000, and liabilities from \$980,000,000 to \$3,533,000,000, leaving to shareholders an equity that has risen from \$29,000,000 to \$64,000,000, again in rounded figures.

The history of these five years indicates that they have not been without noteworthy events apart from the financial growth.

In fact, barely 30 days after I had assumed the presidency, we were called upon to face an attempted take-over which led us into some complicated manoeuvres to repulse it. Fortunately, we were successful as otherwise our Bank would by now have disappeared and this Meeting would never have taken place.

Because of the marked growth in the first three years, we were obliged to increase our paid-up capital on two occasions, an event that had never occurred since the Bank had been first incorporated. These two

operations resulted in the issuing of the balance of our authorized shares at that time, that is a total of 3,000,000 shares producing an additional \$17,260,000. We would have preferred to finance ourselves by other means but our charter did not allow this. This is a defect which our new charter has eliminated.

During almost all of this period, we were working to obtain our new charter which we finally obtained last November. Had we been able to obtain it sooner would have allowed us to open one or more branches outside Quebec Province which would have been of great help to us in the moments of political stress we have had to face in recent years. The time for this has now come, and so we shall shortly be able to announce our first branch outside Quebec Province.

In the meantime, our branches have gone from 101 five years ago to 117 today of which the first one really at a distance from Montreal in Hull, Quebec.

However, without a doubt, the most momentous event of these five years, and I dare say in the Bank's history, was the acquisition of the *Crédit Foncier* which in one fell swoop more than doubled our worth and more especially moved us into the ranks of those great Canadian enterprises operating on a coast-to-coast basis. This must surely be the development which augurs the best for our group and should allow it to undergo an expansion which is just beginning to outline itself.

For with the advent of the *Crédit Foncier*, we have not only acquired new resources and fields of endeavour, but more importantly a personnel of an expertise and a quality to be envied. About 100% managed by young francophone Canadians, this corporation has nevertheless also got anglophone executives equally highly qualified who find in the Company a favourable atmosphere to work in. The Company is a living proof of what our two great Canadian communities can accomplish in a common effort.

As so many other undertakings in our country, the Cr dit Foncier has also achieved expansion beyond our borders and is actually developing some major projects in several of the United States. I am confident that Cr dit Foncier under the leadership of its president, Mr. Robert Gratton, is barely opening up a future that will rapidly surpass its present achievements.

A last point to mention as regards the Bank's portfolio of investments is the average term of our mortgages. At the end of 1975, this stood at 38 months whereas today it is at 19 months. This is a most important factor for in the Bank's own non-consolidated statement, mortgages represent about 55% of its assets, down from 60% five years ago, and it is of the utmost importance that changes in interest rates can be reflected therein at the earliest possible moment.

I wish to acknowledge particularly that department of the Bank which is responsible for its daily administration and which naturally relies on data processing.

This department is on a par with all the others, and our clients enjoy the most modern services. In fact, the Bank was the first to use many of the modern devices and in particular the accounting system known as "on-line" where our Bank came ahead of our colleagues having inaugurated this service some twelve years ago, that is in 1969. This reflects itself in the number of our employees. Of the 1216 they were numbered in 1975, in spite of the Bank's considerable expansion, our work today is accomplished by 1318 employees, an increase of only 8.39% for an increased volume of 122%. The Bank has had its own data processing center located in Laval for the last two years containing everything that is the most up-to-date as equipment with a highly qualified personnel.

In all of this, our shareholders have not been forgotten. The dividend paid on a total of 2,000,000 shares was at an annual rate of \$0.92 per share in 1975. Today, with 50% more shares, that is 3,000,000, it amounts to \$1.16 per share, that is an increase of a little more than 26% in five years.

Likewise, the shareholders' equity has gone from \$14.48 per share in 1975 to \$21.58 in 1980, an increase of 49%.

This constitutes a brief accounting of my administration of your institution during the last five years.

In past addresses to the Bank's Annual Meeting, it has been my custom to comment at some length on the economic conditions and other topics of a general interest nature. This year, I will limit myself to a very few words.

At the time of writing, the prime rate has reached 18.25%, a record high.

The wringing of hands and expressions of dismay that this has aroused in our Government is surprising, to say the least. Interest rates in a free-market economy (of which ours is a crippled example) are only the reflection of basic conditions. Rising interest rates accompany rising inflation rates. Rising inflation rates accompany rising government deficits, which in fact are the major contributors to inflation at the present time, as the supply of goods is ample. So, as the saying goes, "the buck stops here".

May I make one quotation from my 1976 address five years ago. I quote:

"And now a few comments on today's social and economic climate and some of the problems we face. We have been told that our economic ills, particularly inflation and the rising cost of living, are the results of the failure of the free enterprise system and that the solution to difficulties lies in more government control. How can free enterprise be called a failure when it has been conspicuously stifled over the last 15 years or so with an ever-growing government interference in the market place and the over-all economic life of our country? Is it coincidence that as government interference has grown, so have our economic problems? Can one honestly believe that by increasing this interference, the trend would suddenly reverse itself rather than compound the mess?"

Quite the contrary is surely the case, and while one could recite a long list of disastrous government operations carried out through its various agencies, it is all summed up in the recent report by the Accountant General which clearly indicates that Parliament has lost control of a free wheeling bureaucracy that is running the country without regard to the wishes of its citizens."

And what have we seen happen in Ottawa in the last five years? The government's deficit which was \$5.3 billion in 1976 at the time I was addressing you has become \$14.1 billion as of the moment of writing this talk, some three weeks ago. I ask you, where does the main responsibility lie for our economic troubles?"

A last word on one of this Meeting's most important functions, that is the election of the Board of Directors of the Bank.

First of all, I must note that Mr. Marcellin Tremblay, of his own volition, resigned as a Bank director on the 22nd of May 1980. Mr. Tremblay had been a member of the Board since the 27th of April 1977, and during the whole of his term contributed most importantly to the Bank's business. His advice was most valued. Mr. Tremblay resigned, having accepted a position outside the Bank which he thought might possibly lead to a conflict of interest.

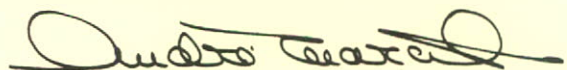
At the Board Meeting which will follow this Annual Shareholders Meeting, it is provided that Mr. Raymond Garneau will replace me as chairman of the Board. He already occupied the position of chief executive officer since November 1st last.

Mr. Garneau needs no introduction to you and to the world of finance. His reputation as a financier and economist is well established. I am quite positive that under his able direction our Bank will continue with ever-greater momentum to more notable achievements. I can only wish him the greatest success.

On the 26th of June 1980, the Board increased its members to thirteen which allowed the election of Mr. Garneau and Mr. Réjean Gagné who represents a most important shareholder of the Bank. Mr. Gagné is president and chief executive officer of Alfred Lambert Inc., and his very considerable business experience can only prove to be helpful to the Bank.

For my part, I can only underline that what I have just reported to you would not have been possible without the support and the enthusiastic collaboration of all the employees at all levels. I thank them both in my own name and on your behalf. The "esprit de corps" and the devotion which exist in our Bank are most remarkable, especially in these times.

In closing, may I say how aware I am of the honour you accorded me in entrusting me with the management of the Bank during the last five years. I will always be grateful to you for this.





Mr. Roger Lavoie

In spite of the particularly difficult conditions we were faced with during 1980 — interest rates reaching unprecedented heights and subject to change from one month to the next — the year was a satisfactory one for our group.

I am pleased to announce that at the close of the 1979-80 financial period the consolidated assets of the group had reached almost 3,6\$ billion, a rise of 10,7 per cent over the previous year, with mortgages recording an increase slightly greater than that of assets, i.e., 10,9 per cent and approaching the 2,4\$ billion mark.

Recent market conditions amply illustrate the advantages that may be gained from the diversification of our operations. For example, economic growth was much stronger in Western Canada than in the eastern half of the country in 1980, and Crédit Foncier's presence there enabled us to benefit fully from opportunities presented by this growing market.

Similarly, a substantial growth in the commercial mortgage market compensated for the severe slowdown we experienced in the residential construction sector.

The sharp rise in rates in the market caused interest expense to outstrip revenue during the last period, and were respectively 40,2 per cent and 31,5 per cent higher. It should be noted, however, that this growth rate is somewhat inflated as the revenues and expenses shown in last year's report only reflected Crédit Foncier's operations for 10 months.

Nonetheless, as a result of tight controls on operating costs, and the recovery of a significant amount of tax, the group recorded a net profit in the order of 7,5\$ billion, as compared with 7,8\$ billion in the previous year. Net profit per share was 2,49\$, 2,86\$ last year, while the average number of shares outstanding, following the stock issue in 1979, increased about 10 per cent.

The City and District Savings Bank

1980 was a year of consolidation for the City and District Savings Bank. You will note, for example, that assets registered an increase of only 4,9 per cent, moving from 1,67\$ billion to 1,75\$ billion.

Essentially, this was as a result of the Bank having elected to pursue a policy of restructuring its asset base, rather than taking on any new high risk ventures in an unfavourable environment.

In a like vein, competition remained intense in the Quebec mortgage market. And a marked slowdown in new loan demand, further complicated by fluctuations in interest rates, coupled with the negative gap between interest rates and financing costs, caused the Bank to exercise considerable caution in undertaking any new projects, as often as not they did not justify the risks entailed.

The mortgage portfolio registered an increase of only 1,1 per cent, reaching 884,8\$ million, making for a relatively weak growth rate. Of importance here, however, is that the overall composition of the portfolio changed substantially in the course of the year.

For example, the bulk of mortgages granted in 1980 were for one year. This allowed us to offer our customers mortgages at a rate slightly lower than the traditional five-year rate. And afforded us the opportunity to help reduce, in large measure, the impact residential mortgage rate adjustments, in some cases amounting to 3 and even 4 per cent, were having on family budgets.

In addition, it made possible the shortening of the average maturity period of mortgages in the portfolio. In fact, in one year, the average mortgage term has dropped from 27 to 19 months. An extraordinary feat, and one which assures us greater stability of net profit in a period when interest rates are oscillating erratically.

Again this year, personal loans recorded a strong advance. In spite of weak demand, which was relatively constant throughout the year, personal and other loans passed the 200\$ million point and now represent 11,4 per cent of total assets, whereas they only formed 8,7 per cent three years ago.

We are firmly convinced that personal and other loans will be of the utmost importance in the Bank's medium-term development. Not only because they are important from a financial standpoint, but also because they are part and parcel of the Bank's *raison d'être*. It should not be overlooked that this Bank owes its very existence to a need its founders recognized, and one which prevails: optimize the resources of small depositors.

Another attractive feature of these loans is that they are generally repaid faster than mortgages, and as such they are more compatible with the inflow and maturity of fixed deposits.

The composition of the investment portfolio was also revamped last year. First, the Bank's interest in the Fiduciaires was sold to its wholly-owned subsidiary, *Crédit Foncier*. This transaction was effected by a share exchange during which *Crédit Foncier* issued additional shares, in the amount of 7,5\$ million, to the Bank.

Secondly, the long-term segment of the portfolio was scaled down by 33\$ million, with the resulting decrease being more than offset by a greater emphasis on short-term placement.

The high level of interest rates throughout the year reduced our profit margin.

Whereas revenue grew by 15 per cent to 180,8\$ million, expense rose by 18,5 per cent and reached 178,8\$ million. The rise in interest expense had the greatest effect on the latter, with an increase of 23,8 per cent.

On the other hand, operational expenses, in line with the rationalization plan adopted in 1978, posted an increase of only 4 per cent. And, as dividends paid to the Bank by Canadian corporations are tax exempt, the Bank benefitted from a substantial tax credit in the year.

After tax, balance of revenue was 5,4\$ million for the last period, as compared with 7,3\$ million in the previous year.

Shareholders' equity rose by 2\$ million and now stands at 60\$ million, or 20\$ per share.

The Bank's working capital, made up of shareholders' equity and the 20,9\$ million reserve for losses the Bank has accumulated over the years, now exceeds 80\$ million (or nearly 27\$ per share).

1980, which I referred to earlier as a "year of consolidation", did not halt, nor restrict in any way, the Bank's continued evolution as a dynamic, growth-oriented organization.

For instance, the Bank opened a new branch in LaSalle, the second in this Montreal suburb. And the Shevchenko Branch's results have been most encouraging: after only nine months of activity it has attracted 3 400 customers and over 4,2\$ million in deposits.

Our programme of rationalizing the Bank's operations has also continued apace. And since January of 1980 Bank customers, using a fully-computerized system called the "Network", have been able to transact all their normal banking business at any branch including their own, of course, and those in Granby and Hull.

In mid-year a new multi-purpose service entitled "A la Carte" was introduced. A different style of checking account, "A la Carte" provides Savings Bank customers with a host of new advantages, e.g., overdraft protection, daily interest, personalized cheques with carbonless copies, etc.

In the area of marketing the Bank remained in the forefront of innovations in the field. For example, in late October it attracted a great deal of attention from consumers with its offer of loans, at reduced rates of interest, to purchasers of fuel-efficient cars.

These low-interest-rate loans, although only applicable to 1981 vehicles with fuel consumption ratings below 10 litres per 100 kilometers, were enthusiastically endorsed by everyone concerned with energy conservation. And provided, once again, evidence of the Bank's ongoing commitment to meeting and exceeding its social responsibilities.

In its role as a conscientious corporate citizen, the City and District Savings Bank continued throughout 1980 to lend its support to worthwhile community undertakings, e.g., the organization of leisure-time activities and the development of the arts.

Here are but a few typical examples.

In electing to encourage participatory sports, the Bank played an active part in the organization of the "Sports Santé 80" programme and the "Cross du Stade", an amateur marathon, open to all runners regardless of their proficiency.

Elsewhere, in the popular arts field, it directed its efforts to providing light entertainment for some of our golden agers through the establishment of a touring company which visited a number of senior citizen's homes.

All these accomplishments, along with our involvement in the organization of leisure-time activities in many areas throughout our operating territory, would not have been possible had it not been for the dedication of our employees, and it is about them that I wish to now speak briefly.

Indeed, it would not be possible for us to continue supplying our clientele with the class of service they have become accustomed to, and equally impossible for the City and District Savings Bank to come close to meeting its societal responsibilities, were we not able to count on the untiring, voluntary cooperation of our staff. To them we owe our gratitude and thanks.

To maintain and enhance the class of service I've just mentioned, we consider it important that our staff continue their professional development.

In this regard, the Bank was actively involved in "Marketing 80", an Institute of Canadian Bankers' programme designed to promote Institute training courses, and took all the necessary steps to facilitate Bank staff's access to them.

Crédit Foncier

Crédit Foncier made remarkable progress last year. Effectively, its assets grew by almost 30 per cent to 1,9\$ billion. The absorption of the Fiduciaires's assets, of course, are included in this figure.

Mortgages had growth almost equal to that of assets, with a rise of 28 per cent, and the bonds portfolio increased nearly 62\$ million, to a total of 149\$ million.

Net operating profit was 7,7\$ million last year, compared with 5,8\$ million in the last 10 months of 1979.

Extraordinary items were in the order of 5,3\$ million, bringing the net profit for the last period to 13\$ million, an all-time high in the history of Crédit Foncier.

A promising future

In the course of recent months the economic policy of United States Federal Reserve has had an important impact on Canadian interest rates. And the successive interest rate increases last fall and early winter brought about a slowdown in mortgage demand. In our opinion, however, this situation will be corrected by a reversal in interest rate trends, in early 1981.

Most analysts agree that the current number of housing starts fall far short of meeting our country's needs. With a decrease in mortgage rates in the offing, however, there are good prospects for a gradual recovery of the residential construction sector over the next two years.

For both the City and District Savings Bank and Crédit Foncier the future appears promising.

Thanks to changes introduced by recent revisions in the Quebec Savings Banks Act, some of the operating conditions, under which we have until now been forced to function, have been alleviated.

For example, we are now empowered to open offices throughout Canada, and we intend to capitalize immediately on the many opportunities this authorization represents.

Our first step in this direction will be the opening of the Bank's first branch outside Quebec, in a commercial centre at the corner of St. Laurent and Donald in Ottawa, next April.

On another topic, we are now able to make small business loans to a limit of 100 000\$; the ceiling of 10 000\$ on unsecured personal loans has been raised to 25 000\$, and eliminated entirely when backed by collateral.

In the matter of financing, access to the bond market is now available to us and a better structuring of our liabilities an option we may wish to explore in the near future.

Lastly, single mortgages are no longer subject to a limit of 5 per cent of shareholders' equity, as was previously the case, and we will now be able to be a part of lending consortia, and participate in the financing of major building projects.

We will soon be in a position to offer our clientele commercial loans, an activity which should cause us to be less dependent on fixed-rate loans and enable us to stabilize our revenue, regardless of market fluctuations.

I wish to express my admiration for every employee, each and every member of that particularly exceptional group of people who make up the staff of both the City and District Savings Bank and Crédit Foncier, who applied all their knowledge, energies and efforts to make the period just ended a success.

Their collective effort, exerted under conditions that were less than ideal, clearly demonstrate through the results that were obtained that we possess the financial resources and technical expertise needed to make a quantum leap forward.

The year 1980 allowed us to consolidate our situation. We are firmly based and can rely on the financial and technical resources we will require to face, with confidence, the major economic challenges facing us in the 80's.



ADDRESS OF THE VICE-CHAIRMAN OF THE BOARD

1980 will have been for the City and District Savings Bank a year filled with all sorts of events. I will not come back on the financial statements: they have been commented upon and approved.

Rather I wish to recall a few acts some of which, while outside daily operations, will not be without marking the evolution of our institution.

First, in 1980 there were changes among our shareholders. The decisions had the effect of bringing back among three groups, 60 per cent of our shares. The Laurentian Group announced in early summer that it held 42 per cent of the Bank's shares following private transactions with the Prénor Group and the National Bank. Similarly, MBRG Company Ltd. and the Provigo Group each brought their holdings in the share capital of the City and District Savings Bank to 10 per cent.

The second act that I would like to recall is the adoption of the new Bank Act. This legislation will open new avenues to the Bank, and it behooves us to put them to profitable use.

The third event which took place in 1980 and which may be appropriately pointed out was, without any doubt, the celebration of our subsidiary's centennial. Indeed, Crédit Foncier was founded in 1880. The centenary was marked by a series of receptions in major Canadian cities to which the clients and friends of Crédit Foncier were invited.

Finally, a fourth point that must be highlighted is the decision by the Chairman of the Board of the Bank, Mr. André Marcil, to retire after a very successful professional career.

It is within the context of these important events that your Board of Directors entrusted to me, last November first, the task of succeeding Mr. Marcil as Chief Executive Officer and, in the course of this meeting, to replace him as Chairman of the Board, if that remains the wish of the Board elected today.

Ladies and gentlemen, I realize perfectly the magnitude of the challenge there is to managing a financial institution with consolidated assets in excess of 3,5\$ billion; especially at a time when the North-American economy is undergoing a series of shocks and jolts the extent and frequency of which are difficult to anticipate and assess.

Nevertheless, strengthened by the support of the members of the Bank and Crédit Foncier's Boards of Directors, and counting on the close collaboration of all the staff, it is with confidence that I assume my new responsibilities.

Our institution has always been distinguished by the high standard of financial services it afforded its clientele, to small depositors and their families in particular. I have no intention that things should change and even if, as a result of new legislation, we are now able to enter the commercial loan market, the City and District Savings Bank will continue to place the accent on the quality of its financial services, on personalized service.



Mr. Raymond Garneau

I am firmly convinced that it must without slackening promote the growth, both within and outside the institution, of the fundamental idea that at the City and District Savings Bank the customer is much more than a number. In putting into concrete form what I would like to see become our theme, we have the enormous advantage of being able to count on the deep conviction and dedication of all our branch managers and that of all our staff.

In the course of recent meetings with our managers, I obtained the assurance that everyone is committed, without any reservations, to the objective of quality. Indeed, it is as a result of these competent, dedicated and responsible people that the City and District Savings Bank is in a position to take up the challenge inherent in improving financial services.

To facilitate their task, it is important that the Bank call upon the most modern techniques that computers offer. Freed from routine tasks, the employees are better able to personalize services to our clientele. In the area of data processing, sizable investments will, no doubt, have to be made in order that our institution remain in the forefront of the technology and be able to adjust to a world in perpetual motion.

Other sectors should hold the attention of our Board of Directors in 1981. I refer to the opening of the new Quebec Savings Banks Act gives us to commercial loans up to a limit of 100 000\$. Here, it is a matter of a new sector of activity which will necessitate making certain modifications to the organizational structure of the Bank and also the addition of the highly specialized expertise we will need to go outside to find, to help us implement as quickly as possible the new service and to be able as soon as possible to offer it to our clientele.

Under terms of the new law we will be able to open branches for the first time outside the Province of Quebec. Already, everything is in place to extend our operations to the National Capital. And a new branch will be inaugurated there in April. One thing is certain, however, it is in this area that we will wish to proceed with the greatest care and at a rate well under control.

In another connection, this new legislation puts at our disposal new means of obtaining capital which we are in need of. Among these means is the issuance of preferred shares, and I intend to ask you, in the near future, to approve the creation of this share category.

As regards loans that the Bank is now authorized to grant, our field of activity has become much more important and we are studying all the means that must now be put to work to profit by the enlarged powers we have been accorded.

As you are aware, this new law constitutes an important stage in the development history of the City and District Savings Bank.

We can look to the future with confidence, even if the competition shows signs of being tighter and tighter and in spite of the numerous problems which seem to want to go on plaguing the economy of our country.

Allow me, in closing, to pay a particular tribute to my predecessor, Mr. Marcil. I hasten, however, to underline that even if he has taken his retirement, Mr. Marcil has, nevertheless, accepted to serve for another year as a member of the Board and, in your name, I thank him very much.

During the last five years, Mr. Marcil has fulfilled his responsibilities of Chairman of the Board and Chief Executive Officer with competence and dignity. His great dedication to his work, his clear judgment and his frankness are certainly qualities that the directors as well as the shareholders will wish to remember.

On behalf of the directors, shareholders, staff and clientele of the City and District Savings Bank, I wish to thank you, Mr. Marcil, for the work you have accomplished and to offer you our best wishes for a long and peaceful retirement.

Our thanks are also addressed to Mrs. Marcil who always made it a duty and a pleasure to be present at the various Bank functions.

I would also like to point out that our President and Chief Operating Officer, Mr. Roger Lavoie, after almost 35 years of service to the City and District Savings Bank has advised the Board that, for personal reasons, he does not wish to seek a renewal of his mandate.

Throughout his career, Mr. Lavoie held many positions of responsibility in the Bank. He was called upon, among others, to set up different services, such as methods and procedures and that of marketing. He also assumed important responsibilities with our subsidiary the Montreal City and District Trustees before becoming General Manager and finally President and Chief Operating Officer.

Although he is relinquishing his responsibilities as an employee, Mr. Lavoie has accepted to serve for another year as a member of the Board of Directors. It has also been agreed that by reason of his many years of service and of the expertise he has acquired, he will be proposed as deputy-chairman of the Board of Directors.

In the name of all the shareholders, the members of the Board and all the staff of the Bank, I wish to thank you, Mr. Lavoie, for the innumerable services you have rendered our institution in the course of these 30-odd years and offer you our best wishes. All our thanks and our recognition extends also to Mrs. Lavoie who seconded you so well throughout your career.

Ladies and gentlemen, I thank you for your kind attention and express the wish that together we will be able to cooperate to make the City and District Savings Bank-Crédit Foncier Group a prosperous enterprise, always at the attentive service of its numerous clientele.



THE BANK: YESTERDAY, TODAY AND TOMORROW...

Although there have been many perceived changes in the City & District Savings Bank since its founding in 1846, the Bank remains true today to the principal objective set out for it by men like Louis-Joseph Papineau, Sir Georges Etienne Cartier and William Workman — to meet the needs of the small depositors who entrust their savings to it.

Jean Mercure, who retired as manager of the Longueuil branch recently after 42 years of service, puts it this way, "the Savings Bank remains a profoundly human institution; unlike other banks, it is still capable of maintaining ongoing, continuous relationships with its clientele."

Dr. **Normand Poirier's** experience with the Bank dates back some 30 years, however, his is from a different perspective.

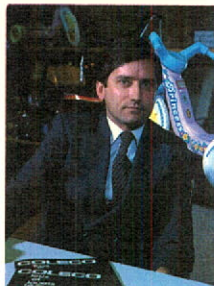
A prominent Montreal neurologist, the doctor opened his first Savings Bank account when he was just seven years old. Today, three decades later, he has yet to sense the need to look elsewhere to satisfy all his banking requirements.

Chief among the reasons he gives for favouring the Bank over other like institutions is assessability to both its facilities and personnel.

As a physician, the doctor's hours are often long and irregular. And were it not for the Bank's unique business hours, he says, "it would be virtually impossible for me to keep my personal and business affairs in order."

Dr. Poirier is not alone in his appreciation of the Bank's time-honoured policy of making sure its operating hours and customer relations practices conform to depositor needs, rather than the other way around.

Jean Mercure



Normand Poirier

Normand Cayer, a long-distance driver with Maislin Transport, believes the Bank's hours to be particularly well-suited to people like himself.

Hauling sometimes as much as 40 000 pounds of high-value items, such as spare parts and machinery, means keeping to tight delivery schedules, Mr. Cayer explains. "And I would be less than professional if, every time I had some business to conduct at my bank, I drove miles out of my way and delayed fulfilling a commitment my company has made."

"To office and factory employees, who can cash a cheque at a nearby branch during their lunch hour, being able to do the same thing in the evening may not be important," Mr. Cayer says. "But to my wife and I, it is just this feature that has made the Bank's new branch on Shevchenko Boulevard in LaSalle our family's bank, even our 19-month old son, Jonathan, has an account there!"

Shevchenko is the second branch in this Montreal suburb. A third, at the corner of Raymond and Champlain Boulevard, will be opened in 1981.

LaSalle mayor, **Gérald Raymond**, is pleased with the Bank's decision to expand its facilities and says, "in a growing community like ours, with so much residential construction taking place, it's nice to have a friendly bank handy when mortgage-time rolls around."

Operating hours, tailored to meet the needs of Montreal area workers, and continued emphasis on personalized service, long-time hallmarks of the City & District Savings Bank, have led to the establishment of lasting relationships between bank staff and depositors which many believe may be unique in the industry.

Just one such example is that of the Lévesques who, in spite of a move six years ago from their Montreal north-end Belanger residence to a new home on east-end Bossuet Street, decided to leave their joint account exactly where it was.



Normand Cayer



Gérald Raymond



Patrick Lévesque



Raphael Esposito

"You see," **Patrick Lévesque** explains, "we've had this excellent service at the Belanger branch for about 18 years now. And it's well worth the trip from here just to keep in touch with the manager and his staff."

Echoing the comments from other customers, both Mr. and Mrs. Lévesque are especially impressed by the manager's "open door" approach to client relationships.

"He always comes out to chat... knows all his customers by name," says Mr. Lévesque, "so why should we change? Why should we give up this very important touch, in exchange for something perhaps cold and strange?"

And the Bank staff's ability to converse with its clientele, making them feel completely at ease, is not limited to the English and French languages, notary **Raphael Esposito** observes.

Speaking from his unique vantage point as a leader within the city's large Italian community, he says, "over the past 30 years, I've watched how the City and District Savings Bank has succeeded in making Montreal's ethnic population feel culturally at home, I've no hesitation in describing it as a monumental institution."

Montreal North resident, **Ginette Ruest**, thinks that the true measure of a bank's quality-of-service is how well its branch managers develop a rapport with their depositors.

"Based on my personal experience," Mrs. Ruest says, "Montreal City & District Savings Bank managers excel at establishing this rapport, or climate of confidence, between themselves and their customers."

By way of evidence she relates how helpful the Maurice-Duplessis Boulevard branch manager was when she and her husband decided to buy their own home in Fabreville.

"We are so pleased with how well everything went," she says, "we'll be keeping our accounts in the branch, in spite of our move off the island, and using the Bank's "Network" system to make all our deposits and personal loan payments."

Another who finds immediate access to his branch manager a boon is **Paul Lacey**, marketing manager with Coleco, Canada's largest toy and games manufacturer.

"I always drop in to see him, even if I'm only making a deposit," he says, referring to the downtown McGill and Ste. Catherine branch, "his insights into consumer spending trends are invaluable to someone in my line of work."

Mr. Lacey explains that his manager knows all his customers "as individuals" and is "always there at the other end of the phone line to accommodate you."

He is also enthusiastic about the idea of the Savings Bank moving into the area of commercial and business loans.

Mr. Lacey, who was Coleco's director of finance before taking over the marketing function, says, "I believe the more competition here the better — and certainly if the same people-oriented policy is maintained, there's no question but it should be an immense success."

And he is not the only one who holds with this view.

Among others, who subscribe to the Savings Bank having the option of entering the commercial and business loans field, are some of its long-time suppliers.



Ginette Ruest



Paul Lacey



Pierre Jean



Hubert Colpron



Pierre Jean, whose firm has performed renovation and remodeling work on just about every branch, including the Head Office, over the past two decades, believes "the time is ripe for it to enter the field... especially with so many foreign banks moving in.

"Such a move," construction firm J.A. Albert Jean Ltée's president says, "would provide a much-needed competitive element for Quebec business people and independent entrepreneurs through broadening the scope and choice in the banking field."

Similarly, the president of Trans Canada Signs, **Hubert Colpron**, who, along with many of his employees, has his personal account with the Bank, would be happy to see it move into the commercial field.

The man, who personally supervised the production of his firm's first sign for the Bank nearly a quarter of a century ago and who today heads Canada's leading company in the outdoor display field, says, "there is no doubt whatsoever but that we need more such banks in the business loans area... just think what a benefit it would be to Quebecers if their special service and human touch were carried into the commercial sector.

"I foresee this as the trend of the future... a move by the general public away from the impersonalized and remote atmosphere prevalent in so many of our financial transactions today."

Ernest Mayers, chief executive officer of U. Perreault Ltd., printers, regrets the Bank's exclusion from the commercial area until now.

"Three generations of representatives from our firm, for close to 50 years, have been serving the Bank," Mr. Mayers says. "And we, in return, have enjoyed the benefit of individual attention and advice of the branch manager who handles our personal and office accounts. It's really a shame we haven't been able to make greater use of his talents."

The quality-of-service Savings Bank customers receive, at anyone of its 117 branches throughout the Greater Montreal area, did not come about by accident!

Rather it is as a result of an ongoing process which involves factors such as:

- proper selection, training and development of personnel at all levels;
- acquisition, installation and operation of the most modern equipment and facilities;
- provision of the best possible working conditions; and
- establishment of an overall environment in which people may attain the level of self-fulfilment they are seeking.

"The family atmosphere Savings Bank customers experience when visiting our branch," **Jocelyne Brousseau** says, "is because we like people."

The head teller at the Pointe-aux-Trembles branch refers to her fellow-workers as her "friends" and says, "the Bank's customers consider our branch as a kind of community centre... sure they come on business but more importantly they drop in often simply because it's a nice place to meet friends."

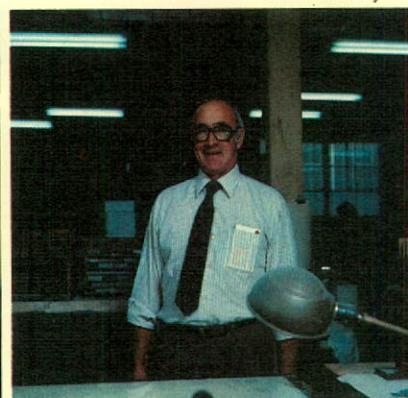
"Our depositors are today receiving the best service available anywhere," **Jacques Plante** says, "because our Bank has consistently remained in the forefront of innovations in banking methods and technology."

"For example, we were the first bank," the Duvernay branch accountant points out, "to interconnect all our branches via an on-line computer system."

Called "Network" today, the Bank's system, in addition to handling all internal bank business transactions, now allows depositors to make deposits and withdrawals, personal loan and mortgage payments at any of the Bank's 117 branches.



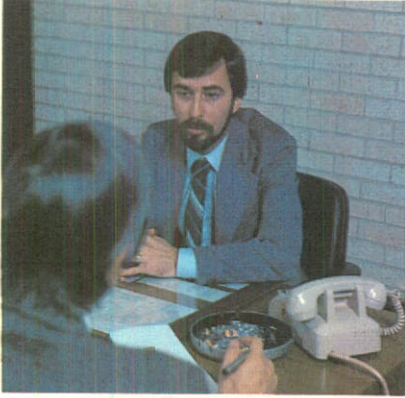
Ernest Mayers



Jocelyne Brousseau



Jacques Plante



Jean Bazinet



A futurist and an avant-gardist, as are many of his contemporaries, Plante foresees the Bank's computer system taking on more and more of the routine chores, such as the administration of "RRSP's", thus freeing up branch staff to spend more time advising customers about the Bank's many and varied services.

"We will be doing this", he points out, "as a result of a change in the way depositors have begun to conduct their affairs with the Bank."

"Our customers," he says, "are beginning to act more and more as consumers should; they shop around, compare and choose with great care, from among the services they're offered.

"And as the product is similar, from one bank and branch to another, it'll be our personality and the confidence we inspire in our customers that'll keep us in the forefront of banks here."

Jean Bazinet, manager of the Bank's largest branch at the corner of McGill and Ste. Catherine in downtown Montreal, also sees an expanding role for the Bank within the community.

Says he, "our Bank has always insisted that our people extend their horizons beyond the physical limitations of the building they may be working in.

"It encourages them to broaden their knowledge by benefitting fully from courses offered by local colleges and universities, and the Canadian Bankers' Association. (Largest per capita enrollment in CBA courses are students from the Savings Bank).

"The Bank also wants them involved in community activities and projects. Not only as a means of fulfilling their responsibilities as citizens; but also so that they may be continually aware of the changing needs of our society, within and without the confines of the Bank."

And Savings Bank people will need all the skill and resources they can command if the possibilities and opportunities suggested by forecasts, like the one quoted here by economist Jean-Luc Landry, are to be acted upon.

Mr. Landry says:

"With over 3 500 million dollars in assets, the Montreal City & District Savings Bank constitutes one of the most important financial groups in Quebec. Its operations (at present) are concentrated primarily in the residential and commercial mortgage field, however, consumer loans have increased markedly in recent years.

"Since its acquisition of Cr dit Foncier in 1978, the Bank has entered a consolidation phase, an important one when the significance of the acquisition is taken into account. For this reason, growth in the Bank's total assets has moderated recently and the structure of its assets modified.

"Future prospects are promising, for the Bank, from among all the major financial institutions in Canada, is the one with the greatest financial leverage. Additionally, recent amendments to the Quebec Savings Banks Act will allow it to fully realize its financial potential in years to come."

**THE MONTREAL CITY AND DISTRICT
SAVINGS BANK**

CONSOLIDATED FINANCIAL STATEMENTS
AS AT OCTOBER 31, 1980



**THE MONTREAL CITY AND DISTRICT
SAVINGS BANK**

**Consolidated Statement of
Assets and Liabilities**

as at October 31

1980

1979

(in thousands of dollars)

Assets

Cash resources

Cash and due from banks	\$ 270 124	\$ 208 823
Cheques and other items in transit, net	52 140	41 369
Total cash resources	322 264	250 192

Securities (note 3)

Securities issued or guaranteed by Canada	42 723	33 579
Securities issued or guaranteed by a province	108 215	129 370
Other securities	317 653	293 000
Total securities	468 591	455 949

Loans

Mortgages, less provision for losses	2 393 700	2 157 663
Other loans, less provision for losses	208 087	192 127
Total loans	2 601 787	2 349 790

Sundry Assets

Bank premises (note 4)	184 442	165 689
Other assets	21 489	29 157
Total sundry assets	205 931	194 846

\$3 598 573

\$3 250 777

	1980	1979
	(in thousands of dollars)	
Liabilities		
Deposits		
Deposits by Canada, in Canadian currency	\$ 717	\$ 341
Other deposits, in Canadian currency	3 300 533	2 916 055
Deposits, in currencies other than Canadian	6 230	24 025
Total deposits	3 307 480	2 940 421
Other Liabilities	18 962	22 848
Long-term debt (note 5)	186 524	202 998
Accumulated appropriations for losses (note 6)	20 867	23 863
Shareholders' Equity		
Capital stock (note 7)	3 000	2 984
Rest account (note 7)	56 760	54 449
Retained earnings	4 980	3 214
Total shareholders' equity	64 740	60 647
	\$3 598 573	\$3 250 777

André Marcil
Chairman of the Board
and Chief Executive Officer

Roger Lavoie
President
and Chief Operating Officer

Auditors' Report to the Directors

We have examined the consolidated Statement of Assets and Liabilities of the Montreal City and District Savings Bank as at October 31, 1980 and the consolidated Statements of Revenue and Expenses, Retained Earnings and Changes in Financial Position for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, these consolidated financial statements present fairly the financial position of the Bank as at October 31, 1980 and the results of its operations and the changes in its financial position for the year then ended.

Auditors:
CHARLES-ALBERT POISSANT, c.a. of Poissant Richard
affiliated with Thorne Riddell

VIANNEY FORGET, c.a. of Samson, Bélair & Associés
Montréal, December 12, 1980

**THE MONTREAL CITY AND DISTRICT
SAVINGS BANK**

**Consolidated Statement of
Revenue and Expenses**

for the financial year ended October 31

1980 1979
(in thousands of dollars)

Revenue

Income from loans	\$ 278 038	\$ 215 922
Income from securities	45 971	34 658
Income from deposits with banks	30 285	18 943
Other operating revenue	26 398	20 665
Total revenue	380 692	290 188

Expenses

(i) Interest on deposits and long-term debt	309 750	220 912
Interest on other liabilities	411	291
2 Salaries	32 160	27 948
2 Pension contributions and other staff benefits	4 401	3 421
3 Property expenses, including depreciation	5 975	6 526
4 Provision for losses on loans	2 642	2 095
4 Other operating expenses	26 130	22 552
Total expenses	381 469	283 745

Profit (Loss) before provision for income taxes and extraordinary items	(777)	6 443
Provision for income taxes (note 8)	(5 461)	(175)
Profit before extraordinary items	4 684	6 618
Extraordinary items (note 9)	2 787	1 184
Net profit for the year	\$ 7 471	\$ 7 802

Per share

Average number of shares outstanding	3 000 000	2 730 149
Profit before extraordinary items	\$ 1.56	\$ 2.42
Net profit for the year	2.49	2.86
Dividends	1.16	1.15

**Consolidated Statement of
Retained Earnings**
for the financial year ended October 31

	1980	1979
	(in thousands of dollars)	
Balance at beginning of year	\$ 3 214	\$ 2 357
Net profit for the year	7 471	7 802
	10 685	10 159
Transfer to accumulated appropriations for losses	225	709
Dividends	3 480	3 236
Transfer to rest account	2 000	3 000
	5 705	6 945
Balance at end of year	\$ 4 980	\$ 3 214

**THE MONTREAL CITY AND DISTRICT
SAVINGS BANK**
**Consolidated Statement of Changes
in Financial Position**
for the financial year ended October 31
1980
1979

(in thousands of dollars)

Source of funds
Funds provided from operations:

Profit before extraordinary items	\$ 4 684	\$ 6 618
Items not requiring an outlay of funds	569	9 131
	5 253	15 749

Other items providing funds:

Increase in deposit liabilities	367 059	487 331
Increase in long-term debts	—	26 082
Decrease in cash resources	—	7 365
Decrease in other assets	13 206	—
Issue of common shares	327	11 459
	\$385 845	\$547 986

Used of funds

Increase in cash resources	\$ 72 072	—
Increase in investment in securities	11 052	\$ 64 470
Increase in investment in loans	256 406	333 755
Increase in bank premises	22 348	6 909
Increase in other assets	—	2 090
Decrease in other liabilities	4 013	14 864
Decrease in long-term debts	16 474	—
Net assets acquired in Crédit Foncier	—	122 662
Dividends	3 480	3 236
	\$385 845	\$547 986

Notes to Consolidated Financial Statements as at October 31, 1980

1. Accounting Policies

a) Consolidation

The financial statements include the consolidated accounts of the Bank's wholly-owned subsidiary, Cr dit Foncier. All inter-company accounts and transactions have been eliminated.

The 1979 comparative figures include the operating results of Cr dit foncier for a ten month period, from the effective date of acquisition, being January 1, 1979.

b) Rate of exchange

Accounts in foreign currencies are translated at the exchange rate prevailing as at the date of the Statement of Assets and Liabilities or as determined by forward exchange contracts.

c) Securities

The valuation of the Bank's securities is governed by the Quebec Savings Bank Act, whereas those of its subsidiary are established in accordance with generally accepted accounting principles. Basis of valuation are:

	City and District Savings Bank	Subsidiary
Securities issued or guaranteed by Canada or a province	Amortized cost	Amortized cost
Other securities		
Shares	Value not exceeding market	Cost
Other	Value not exceeding market	Amortized cost

In accordance with the rules issued under the authority of the Minister of Finance of Canada, the Bank records all profits and losses on disposal of securities and the provisions required to adjust other securities to values not exceeding market, in accumulated appropriations for losses.

Profits and losses on disposal of securities realized by the subsidiary are recorded as extraordinary items.

d) Bank Premises

Office premises and real estate are valued at cost less accumulated depreciation. Depreciation of real estate (properties held for rental) is computed according to the sinking fund method. Office premises and other fixed assets are depreciated on the declining balance except for leasehold improvements which are depreciated on the straight line basis.

The profit on disposal of real estate is recognized based on payments received and the unrealized portion is included in other liabilities.

e) Income taxes

i) Income taxes are recorded in the financial statements on the deferral basis. Deferred income taxes result from claiming deductions for tax purposes in excess of amounts charged in the accounts.

ii) The Bank records tax benefits resulting from losses carried forward for income tax purposes in the year in which the loss occurs. In the opinion of management, the Bank is virtually certain to realize these benefits.

f) Appropriations for losses

In accordance with the Quebec Savings Bank Act and the rules issued under the authority of the Minister of Finance of Canada, appropriations for losses are established from the Bank's unconsolidated financial data in order to provide for possible unforeseen losses on loans, securities and other assets.

2. Sale of a subsidiary

During the year, the Bank sold its shares of Fiduciaires de la Cité et du District de Montréal Limitée to its wholly-owned subsidiary Crédit Foncier.

3. Securities

	1980		1979	
	Stated value	Market value	Stated value	Market value
Securities issued or guaranteed by Canada	\$ 42 723	\$ 38 526	\$ 33 579	\$ 29 286
Securities issued or guaranteed by a province	108 215	97 024	129 370	117 539
	150 938	135 550	162 949	146 825
Other securities				
Shares	92 499	95 525	82 333	83 529
Other	225 154	224 538	210 667	208 413
	317 653	320 063	293 000	291 942
	\$468 591	\$455 613	\$455 949	\$438 767

4. Bank premises

	Cost	Accumulated depreciation	Net value	
			1980	1979
			(in thousands of dollars)	
Real estate	\$153 066	\$ 1 205	\$151 861	\$132 374
Office premises				
— Land	7 633	—	7 633	7 023
— Buildings	34 343	15 799	18 544	19 277
	195 042	17 004	178 038	158 674
Other	18 213	11 809	6 404	7 015
	\$213 255	\$ 28 813	\$184 442	\$165 689

Depreciation charged to operations in 1980 amounted to \$3 480 000 compared with \$3 933 000 in 1979.

5. Long-term debt

	1980	1979
	(in thousands of dollars)	
Mortgages	\$ 26 875	\$ 24 903
Bonds subject to trust deeds		
Maturity		
1980	—	2 701
1981	57 448	56 366
1982	31 582	32 900
1983	5 999	5 999
1984	39 658	46 887
1985	13 000	6 000
1986-90	6 124	19 947
	153 811	170 800
Accrued interest	5 838	7 295
	\$186 524	\$202 998

6. Accumulated Appropriations for Losses

	1980	1979
	(in thousands of dollars)	
Accumulated appropriations at beginning of year:		
General	\$ 7 497	\$ 9 627
Tax paid	16 366	18 379
	23 863	28 006
Add:		
Transfer from retained earnings, net	225	709
Provision for income taxes, including no credit (1979: \$2 500) relating to transfer from current year	19	1 283
	24 107	29 998
Deduct:		
Profits and losses on securities, including provisions to reduce other securities to values not exceeding market	2 005	7 753
Loss experience on loans less provision included in the Statement of Revenue and Expenses	926	269
Other (profits) or losses, and non recurring items, net	309	(1 887)
Accumulated appropriations at end of year:	\$20 867	\$23 863
General	\$ 5 881	\$ 7 497
Tax paid	14 986	16 366
	\$20 867	\$23 863

7. Capital Stock and Rest Account

During the year, Capital Stock and Rest Account have changed as follows:

	Capital Stock		Rest Account	
	Issued and fully paid	Number of shares Partly paid	Amount	Amount
	(in thousands of dollars)			
Balance as at October 31, 1979	2 946	54	\$2 984	\$54 449
Proceeds from issue of 1979	54	(54)	16	311
Transfer from retained earnings				2 000
Balance as at October 31, 1980	3 000	—	\$3 000	\$56 760

During the year, the Governor General in Council approved a shareholders' By-Law increasing the authorized Capital stock from three million dollars (\$3 000 000) divided into shares of one dollar each, to eight million dollars (\$8 000 000) divided into shares of one dollar each.

8. Provision for income taxes

A part of the income from securities being from tax-exempt investments, the provision for income taxes shown in the Statement of Revenue and Expenses is less than that obtained by applying statutory tax rates to the profit before provision for income taxes.

Loss carried forward for income tax purposes amount to \$13 827 000 which can be used to reduce taxable income until 1985.

9. Extraordinary items

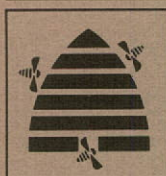
	1980	1979
	(in thousands of dollars)	
Profit on disposal of securities	\$3 092	\$1 086
Profit on disposal of bank premises	585	591
Other items	(97)	—
	3 580	1 677
Less income taxes	793	493
	\$2 787	\$1 184

10. Remuneration of Directors and Senior Officers of the Bank

Remuneration paid to the directors and senior officers of the Bank amount to \$914 000 in 1980 compared to \$824 000 in 1979.

11. Subsequent event

The Act amending the Quebec Savings Banks Act was proclaimed in force on December 1, 1980. Amongst other changes, the new Act increases the Bank's powers to borrow and make loans and also authorizes the Bank to operate throughout Canada.

**THE MONTREAL CITY AND DISTRICT
SAVINGS BANK**FINANCIAL STATEMENTS
AS AT OCTOBER 31, 1980

The financial statements of the Montreal City and District Savings Bank are presented hereafter in the form prescribed by the Quebec Savings Bank Act.

**THE MONTREAL CITY AND DISTRICT
SAVINGS BANK**
Statement of Assets and Liabilities
as at October 31
1980
1979
Assets
Cash resources

Cash and due from banks	\$ 262 719 351	\$ 190 473 002
Cheques and other items in transit, net	56 196 680	46 597 359
Total cash resources	318 916 031	237 070 361

Securities

Securities issued or guaranteed by Canada, at amortized value	39 635 999	31 084 382
Securities issued or guaranteed by a province, at amortized value	82 865 704	103 367 449
Other securities not exceeding market value	71 010 116	93 911 210
Securities of corporations controlled by the Bank, at cost (note 2)	129 491 909	127 991 909
Total securities	323 003 728	356 354 950

Loans

Mortgages, less provision for losses	884 771 767	874 756 503
Other loans, less provision for losses	200 915 433	175 833 967
Total loans	1 085 687 200	1 050 590 470

Sundry Assets

Bank premises at cost, less amounts written off	18 538 071	19 798 933
Other assets	10 887 924	11 511 657
Total sundry assets	29 425 995	31 310 590

\$1 757 032 954
\$1 675 326 371

	1980	1979
Liabilities		
Deposits		
Deposits by Canada, in Canadian currency	\$ 717 474	\$ 340 968
Other deposits in Canadian currency	1 670 945 978	1 584 887 887
Deposits in currencies other than Canadian	1 048 148	743 737
Total deposits	1 672 711 600	1 585 972 592
Other Liabilities	3 384 474	7 493 435
Accumulated appropriations for losses	20 867 132	23 863 505
Shareholders' Equity		
Capital stock (note 3)	3 000 000	2 983 647
Rest account (note 3)	56 760 000	54 449 299
Undivided profits	309 748	563 893
Total shareholders' equity	60 069 748	57 996 839
	\$1 757 032 954	\$1 675 326 371

André Marcil
Chairman of the Board
and Chief Executive Officer

Roger Lavoie
President
and Chief Operating Officer

Auditors' Report to the Shareholders

We have examined the Statement of Assets and Liabilities of the Montreal City and District Savings Bank as at October 31, 1980 and the Statement of Revenue, Expenses and Undivided Profits, the Statement of Accumulated Appropriations for Losses and the Statement of Changes in Financial Position for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, these financial statements present fairly the financial position of the Bank as at October 31, 1980 and its revenue, expenses and undivided profits, accumulated appropriations for losses and changes in financial position for the year then ended.

Auditors:
CHARLES-ALBERT POISSANT, c.a. of Poissant Richard
affiliated with Thorne Riddell
VIANNEY FORGET, c.a. of Samson, Bélair & Associés
Montréal, December 12, 1980

**THE MONTREAL CITY AND DISTRICT
SAVINGS BANK**
**Statement of Revenue, Expenses and
Undivided Profits**
for the financial year ended October 31

	1980	1979
Revenue		
Income from loans	\$120 957 225	\$105 125 889
Income from securities	29 335 482	28 711 124
Other operating revenue	30 507 819	23 432 308
Total revenue	180 800 526	157 269 321
Expenses		
Interest on deposits	136 791 392	110 515 749
Salaries, pension contributions and other staff benefits	25 019 971	23 049 567
Property expenses, including depreciation	6 077 076	6 442 637
Other operating expenses, including provision of \$2 050 000 (\$1 600 000 in 1979) for losses on loans based on five-year average loss experience	10 889 451	10 873 323
Total expenses	178 777 890	150 881 276
Balance of revenue	2 022 636	6 388 045
Provision for income taxes relating thereto (note 4)	(3 428 688)	(910 383)
Balance of revenue after provision for income taxes	5 451 324	7 298 428
Appropriation for losses	1 225 469	2 708 754
Net profits for the year	4 225 855	4 589 674
Dividends	3 480 000	3 252 447
Amount carried forward	745 855	1 337 227
Undivided Profits		
Balance at beginning of year	563 893	226 666
Transfer from accumulated appropriations for losses	1 000 000	2 000 000
Total	2 309 748	3 563 893
Transferred to Rest account	2 000 000	3 000 000
Balance at end of year	\$ 309 748	\$ 563 893

**Statement of Accumulated
Appropriations for Losses
for the financial year ended October 31**

	1980	1979
Accumulated appropriations at beginning of year:		
General	\$ 7 496 987	\$ 9 627 230
Tax paid	16 366 518	18 378 996
	23 863 505	28 006 226
Add:		
Appropriation from current year's operations	1 225 469	2 708 754
Provision for income taxes, including no credit (1979: \$2 500 389) relating to appropriation from current year's operations (note 4)	19 018	1 283 214
	25 107 992	31 998 194
Deduct:		
Profits and losses on securities, including provisions to reduce securities other than those of Canada and a province to values not exceeding market	2 005 010	7 753 030
Loss experience on loans less provision included in other operating expenses	926 083	269 220
Other (profits), losses and non-recurring items, net	309 767	(1 887 561)
Transferred to undivided profits	1 000 000	2 000 000
Accumulated appropriations at end of year:	\$20 867 132	\$23 863 505
General	\$ 5 880 633	\$ 7 496 987
Tax paid	14 986 499	16 366 518
	\$20 867 132	\$23 863 505

**THE MONTREAL CITY AND DISTRICT
SAVINGS BANK**
Statement of Changes in Financial Position
for the financial year ended October 31

1980

1979

Source of funds
Funds provided from operations:

 Balance of revenue after provision for
income taxes

\$ 5 451 324

\$ 7 298 428

Items not requiring an outlay of funds

3 777 283

5 598 474

9 228 607

12 896 902

Other items providing funds:

Increase in deposits liabilities

86 739 008

254 045 780

Decrease in investment in securities

32 411 536

—

Decrease in other assets

341 719

1 612 946

Issue of common shares

327 054

11 458 995

\$129 047 924

\$280 014 623

Use of funds

Increase in cash resources

\$ 81 845 670

\$ 1 308 195

Increase in investment in securities

—

96 640 963

Increase in investment in loans

38 913 300

171 465 742

Increase in bank premises

760 916

2 265 872

Decrease in other liabilities

4 048 038

5 081 404

Dividends

3 480 000

3 252 447

\$129 047 924

\$280 014 623

Notes to Financial Statements as at October 31, 1980

1. Significant Accounting Policies

The Quebec Savings Bank Act and the rules issued under the authority of the Minister of Finance of Canada prescribe the form and content of the financial statements issued by the Bank.

The significant accounting policies are as follows:

a) Securities

Profits and losses on disposals of securities and the necessary provisions to adjust other securities to an amount not exceeding market value are recorded in the Statement of Accumulated Appropriations for Losses.

b) Bank premises

Depreciation of bank premises is computed on the declining balance basis for buildings and equipment and on the straight-line basis for leasehold improvements.

c) Appropriations for losses

The Bank establishes a provision for losses on loans based on five-year average loss experience and charges it to the Statement of Revenue and Expenses. In addition the Bank may set up an appropriation for losses out of the balance of revenue after provision for income taxes in order to provide for possible unforeseen future losses on loans, securities and other assets.

d) Income taxes

i) Income taxes are recorded in the financial statements on the deferral basis. Deferred income taxes result from claiming deductions for tax purposes in excess of amounts charged in the accounts.

ii) The Bank records tax benefits resulting from losses carried forward for income tax purposes in the year in which the loss occurs. In the opinion of management, the Bank is virtually certain to realize these benefits.

2. Securities of Corporations controlled by the Bank

The investment in shares in the wholly-owned subsidiary at cost is as follows:

	1980	1979
Crédit Foncier	\$129 491 909	\$123 141 909
Fiduciaires de la Cité et du District de Montréal Limitée	—	4 850 000
	\$129 491 909	\$127 991 909

During the year, the Bank purchased common shares of Fiduciaires de la Cité et du District de Montréal Limitée (Fiduciaires) at a cost of \$1 500 000. Subsequently, the Bank sold to its wholly-owned subsidiary Crédit Foncier, the investment in shares of Fiduciaires for a total consideration of \$7 570 376, representing the net book value of the subsidiary as at October 31, 1979. As consideration the Bank received 54 074 common shares of Crédit Foncier.

The Bank has not recognized any profit in its financial statements resulting from the sale of shares of the subsidiary and has availed itself of the rollover provisions of the Income Tax Act.

3. Capital Stock and Rest Account

During the year, Capital Stock and Rest Account have changed as follows:

	Capital Stock			Rest Account
	Number of shares Issued and fully paid	Partly paid	Amount	Amount
Balance as at October 31, 1979	2 945 491	54 509	\$2 983 647	\$54 449 299
Proceeds from issue of 1979	54 509	(54 509)	16 353	310 701
Transfer from Undivided profits				2 000 000
Balance as at October 31, 1980	3 000 000	—	\$3 000 000	\$56 760 000

During the year the Governor General in Council approved a shareholders' By-Law increasing the authorized capital stock from three million dollars (\$3 000 000) divided into shares of one dollar each, to eight million dollars (\$8 000 000) divided into shares of one dollar each.

4. Provision for income taxes

A part of the Bank's income from securities being from tax-exempt investments, the provision for income taxes shown in the statement of Revenue, Expenses and Undivided profits is less than that obtained by applying statutory tax rates to the balance of revenue.

Provision for income taxes consists of the following:

	1980	1979
Statement of Revenue, Expenses and Undivided profits	\$(3 428 688)	\$ (910 383)
Statement of Accumulated Appropriations for Losses	(19 018)	(1 283 214)
Net provision for income taxes	\$(3 447 706)	\$(2 193 597)

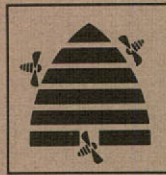
Loss carried forward for income tax purposes amount to \$6 997 323, which can be used to reduce taxable income until 1985.

5. Comparative figures

Certain of the preceding year figures have been reclassified to conform with the current year financial statement presentation.

6. Subsequent event

The Act amending the Quebec Savings Banks Act was proclaimed in force on December 1, 1980. Amongst other changes, the new Act increases the Bank's powers to borrow and make loans and also authorizes the Bank to operate throughout Canada.



Consolidated Balance Sheet

as at October 31

	1980	1979
Assets		
Cash and deposits	\$ 54 331 000	\$ 41 900 000
Bonds	149 182 000	86 799 000
Stocks	82 410 000	61 434 000
Mortgages	1 516 100 000	1 184 956 000
Real estate	140 119 000	121 574 000
Office premises	7 157 000	6 762 000
Other assets	9 962 000	9 527 000
	\$1 959 261 000	\$1 512 952 000
Liabilities		
Short term notes	\$ 250 509 000	\$ 151 116 000
Debentures and guaranteed investment certificates	1 552 857 000	1 222 419 000
Mortgages payable by subsidiaries	27 092 000	26 228 000
Income taxes	277 000	269 000
Other liabilities	4 916 000	2 573 000
Deferred income	4 499 000	4 972 000
Deferred income taxes	8 617 000	8 738 000
Shareholders' equity	110 494 000	96 637 000
	\$1 959 261 000	\$1 512 952 000

Consolidated Statement of Revenue and Expenses for

	Twelve months ended October 31, 1980	Ten months ended October 31, 1979
Revenue		
Interest	\$ 185 104 000	\$ 107 281 000
Dividends	5 040 000	2 720 000
Office premises and real estate revenue	18 837 000	13 155 000
Other	2 863 000	567 000
	211 844 000	123 723 000
Expenses		
Interest	174 750 000	97 426 000
Office premises and real estate expenses	10 024 000	6 993 000
Salaries and staff benefits	11 541 000	6 245 000
Other operating expenses	9 854 000	6 505 000
	206 169 000	117 169 000
Profit before income taxes	5 675 000	6 554 000
Income taxes	(2 033 000)	684 000
Net operating profit	7 708 000	5 870 000
Extraordinary items	5 277 000	2 633 000
Net profit for the year	\$ 12 985 000	\$ 8 503 000
Profit per share	\$ 14.05	\$ 9.77



Minutes of the proceedings of the one hundred and thirty fourth Annual General Meeting of the Shareholders held at the Château Champlain Hotel, Place du Canada, Montreal, on Friday the 9th day of January, 1981, at 11:30 o'clock of the forenoon.

In accordance with the By-Laws of the Bank, Mr. André Marcil, Chairman of the Board, presided and Mr. Camille Antaki, Secretary of the Bank, acted as secretary of the Meeting.

In opening the Meeting, the Chairman welcomed the Shareholders. He appointed Me André Drouin and Mr. Pierre Jean to act as Scrutineers.

The Secretary read the notice calling the Meeting. The notice was published in the newspapers, and a copy thereof was sent to all Shareholders together with a proxy form.

The notice of Meeting having been found satisfactory and a quorum being present, the Chairman declared the Meeting regularly called and constituted.

It was moved by Me Pauline Cazalais, seconded by Mr. Jacques Lacasse, that the minutes of the last Annual General Meeting of Shareholders be taken as read and be approved. The motion was carried, Mr. Albert Montambault dissenting.

As Chairman of the Board and Chief Executive Officer of the Bank during the financial year ended October 31, 1980, the Chairman made an address, the text of which can be found on page 4.

The Scrutineers reported that 665 665 shares were present and 758 063 were represented by proxy at the Meeting, for a total of 1 423 728 shares, or 70,56% of the shares outstanding having the right to vote.

The Chairman then referred to the Financial Statements for the year ended October 31, 1980 which show results separately for the Bank and for the Bank and its subsidiaries on a consolidated basis, each part being covered by an Auditors' Report.

He asked the Secretary to read the Auditors' Reports omitting the Financial Statements as these had already been sent to all Shareholders and copies were in the hands of those present.

When the Secretary had read the Auditors' Reports, the Chairman asked Mr. Roger Lavoie, President and Chief Operating Officer of the Bank, to comment on the Financial Statements submitted and on the operations of the Bank.

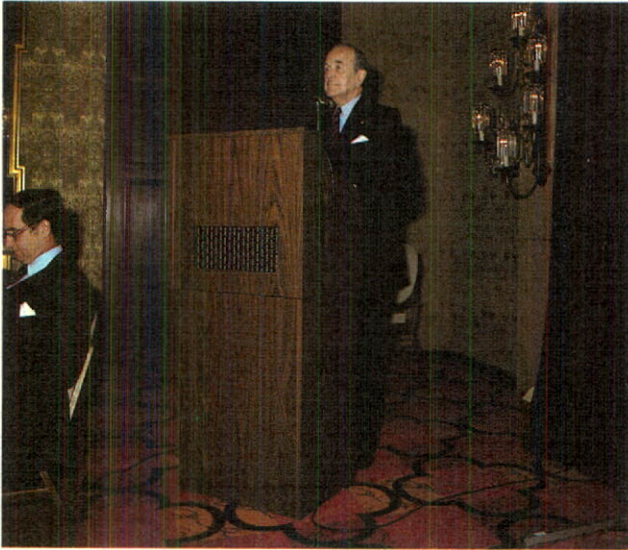
Mr. Lavoie's comments appear on page 8.

It was then moved by Mr. André Marcil, seconded by Mr. Roger Lavoie, that the Report of the Directors, the Financial Statements for the year ended October 31, 1980 and the Auditors' Reports be adopted. Before proceeding with the vote, the Chairman invited comments from the Shareholders. As no such comments were made, the vote was taken and the motion was carried unanimously.

On Motion by Mr. Robert Brossard, seconded by Mr. Guy Desmarais, it was unanimously resolved that the firm of Poissant, Richard & Ass. and the firm of Samson, Bélair & Ass. be appointed Auditors for the ensuing year and that their remuneration be set at a total amount of \$100 000 to be divided between them according to the time devoted by each to the affairs of the Bank.

The Chairman submitted to the Shareholders a By-Law of the Bank increasing the number of Directors from 12 to 13 and asked the Secretary to read the text of the said By-Law.

The Secretary read the said text and Mr. Bernard Maître moved that By-Law "C" be confirmed and adopted in the form submitted to the Meeting. The Motion, seconded by Mr. Jacques Ménard, was carried unanimously.



Mr. Roger Chiniara nominated the following persons as Directors for the ensuing year: Messrs. Guy A. Beaudin, Claude Castonguay, Réjean Gagné, Raymond Garneau, Robert Gratton, Michael B. Harding, Roger Lavoie, Mrs. Josette D. Leman, Messrs. Pierre H. Lessard, André Marcil, Morgan McCammon, Philippe Roberge and Mrs. Jeannine Guillevin-Wood.

The Chairman enquired from the Shareholders whether there were any further nominations. There being no other nominations, he declared the nominations closed.

With the consent of the Shareholders, the Chairman asked the Secretary to cast one ballot, that sole ballot to be considered as the unanimous vote of the Meeting. The Scrutineers reported that the above-nominated persons had received the unanimous vote of the Shareholders and the Chairman declared them elected as Directors of the Bank for the ensuing year.

The Chairman said that amendments to three By-Laws of the Bank were being submitted for the approval of Shareholders.

The Secretary read the text of By-Law "G" relative to the number of Members of the Executive Committee to whom the Directors are authorized to delegate some of their powers. It was then moved by Mr. Yves Lefebvre, seconded by Mr. Gaétan Doyon, that By-Law "G" be confirmed and adopted in the form submitted to the Meeting. The Motion was carried unanimously.

The Secretary read the text of By-Law "N" authorizing the Board of Directors to take in each year from the funds of the Bank a sum not exceeding \$115 000 as a remuneration for the services of the Directors and of the members of Committees created by the Board.

It was moved by Mr. Pierre Pommier, seconded by Mr. Ernest Mayers, that By-Law "N" be confirmed and adopted in the form submitted to the Meeting.

At the request of a Shareholder, the Chairman explained the reasons for the proposed amendment. The vote was then taken and the motion relative to By-Law "N" was unanimously adopted.

The Secretary read the text of By-Law "O" providing that the Annual General Meeting of the Shareholders be held on the third Friday of January of each year. On motion duly made by Mr. Claude Guy, and seconded by Mr. Gilbert Guilbault, a resolution was unanimously passed confirming and adopting By-Law "O" in the form submitted to the Meeting.

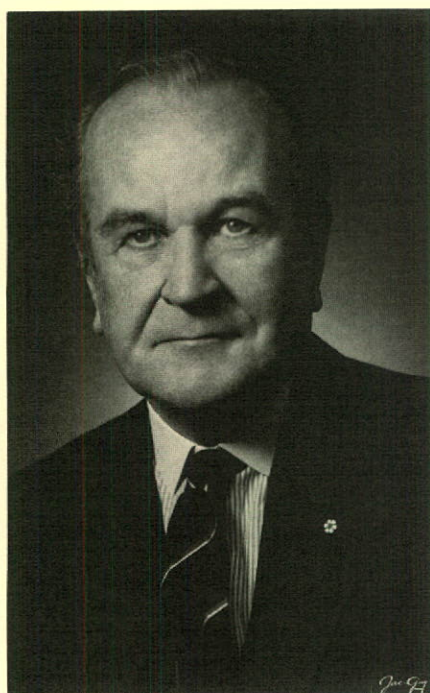
The Chairman asked Mr. Raymond Garneau, Chief Executive Officer of the Bank since November 1, 1980, to address the Shareholders. For the text of Mr. Garneau's address, please refer to page 12.

The Chairman enquired whether any other business should be brought up for consideration of the Meeting. A few Shareholders took the stand and raised various subjects. The Chairman gave a reply to each speaker.

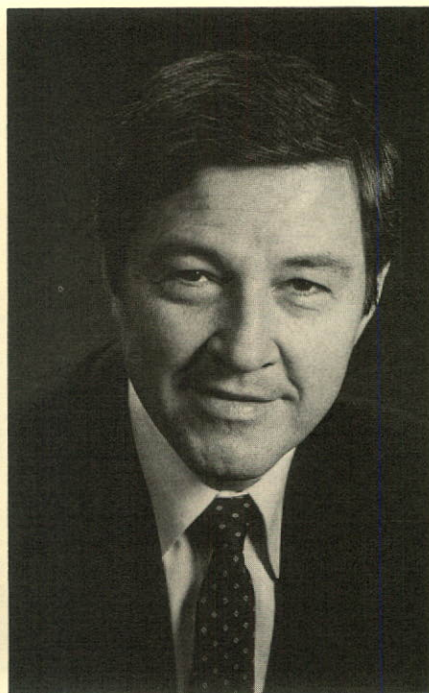
Mr. Pierre Leblanc rose and said: "On behalf of the Meeting, I wish to tender thanks to the Chairman of the Board, the Directors, the President and Chief Operating Officer, the other Officers of the Bank and all the members of the Staff for the results achieved during the last financial period and for their careful attention to the interests of the Bank."

The Meeting was then terminated.

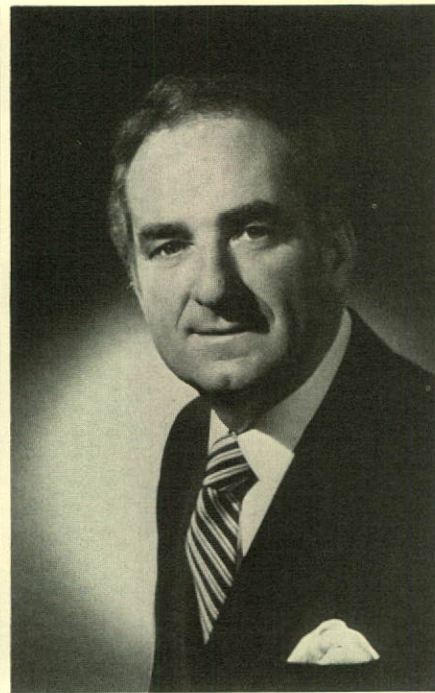
At the subsequent Meeting of the Board of Directors, Mr. Raymond Garneau was elected Chairman of the Board and Chief Executive Officer and Mr. Roger Lavoie was elected Vice-Chairman of the Board.

Board of Directors

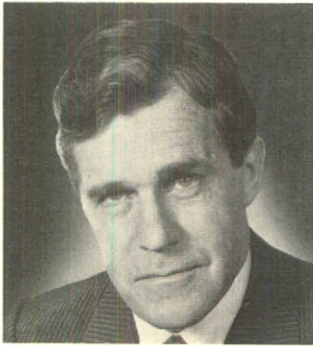
* André Marcil
Chairman of the Board
and Chief Executive Officer



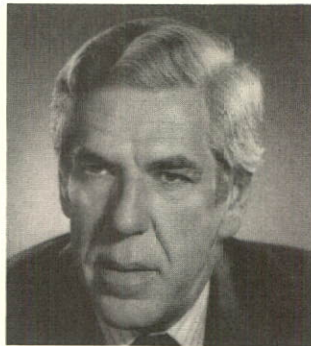
* Raymond Garneau
Vice-Chairman of the Board



* Roger Lavoie
President
and Chief Operating Officer



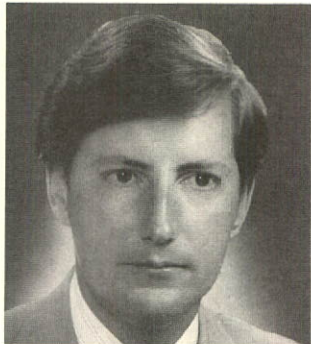
** Guy A. Beaudin



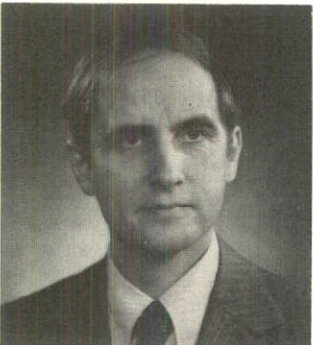
* Claude Castonguay



* Réjean Gagné



* Robert Gratton



Michael B. Harding



Josette D. Leman



** Pierre H. Lessard



** Morgan McCammon



* Philippe Roberge



Jeannine Guillevin Wood

Board of Directors

- * Member of the Executive Committee
- ** Member of the Audit Committee

HEAD OFFICE: 266 St-Jacques Street,
Montréal H2Y 1N2

Executive Officers of the Bank

André Marcil
Chairman of the Board
and Chief Executive Officer

Raymond Garneau
Vice-Chairman of the Board

Roger Lavoie
President and Chief Operating Officer

Roland Brien
Assistant General Manager

Jacques Ethier
Assistant General Manager

Jacques Julien
Assistant General Manager

René Delisle
Assistant General Manager

Gilles Lavigne
Assistant General Manager

André Danis
Assistant General Manager

Camille Antaki
Secretary

Jacques Parent
Chief Accountant

**DEPARTMENTS AND
BRANCHES OF THE BANK**
District Managers

Gilles Beausoleil
Bert Bednarchuk
André Dulac
Yvon Labrecque

Departments

Accounting
Advertising
Clearing
EDP Systems
Foreign Exchange
Human Resources
Inspection
Internal Audit
Investments
Maintenance
Marketing
Methods and Procedures
Money Market
Mortgage Loans
Personal Loans
Premises
(Administration)
Premises
(Development)
Security
Supply and Services
Training

Managers

Michel Archambault
Richard Desroches
Roméo Gauthier
Jean-Guy Calvé
Roméo Gauthier
Richard Longpré
Pierre Moisan
Robert Bourget
Claude Jodoïn
Jean-Louis St-Onge
Alain Choinière
Pierre Riva
Léo Labelle
Gilles Laforest
Serge Martel
Georges Dorion
Guy Labelle
Robert Mercure
Julien Thibodeau
Jean-Pierre Maheu

Branches

6270 Monk Blvd.
5487 Monkland Blvd.
1100 Mount Royal Ave. E.
2046 Mount Royal Ave. E.
1420 Notre-Dame
Street W.
1551 Ontario Street
3720 Ontario Street
7705 Papineau Avenue
5059 Park Avenue
5677 Park Avenue
936, St. Catherine Street E.
2400 St. Catherine
Street E.
3290 St. Catherine
street E.
777 St. Catherine
Street W.
1220 St. Catherine
Street W.
1472 St. Catherine
Street W.
4190 St. Denis Street
5000 St. Denis Street
7501 St. Denis Street
8090 St. Denis Street
262 St. Jacques Street W.
2401 St. Jacques Street W.
4080 St. Jacques Street W.
3730 St. Laurent Blvd.
4467 St. Laurent Blvd.
6700 St. Laurent Blvd.
7192 St. Michel Blvd.
8930 St. Michel Blvd.
801 Sherbrooke Street E.
6615 Sherbrooke Street E.
245 Sherbrooke Street W.
5651 Sherbrooke Street W.
6260 Sherbrooke Street W.
7420 Sherbrooke Street W.
6640 Somerled Avenue
4790 Van Horne Avenue

Managers

André Letarte
Gilles Emond
Pierre Périard
Jean-Guy St-Onge
Yvon Couture
Lucien Deslauriers
Yvon Choquet
Aimé Jolicoeur
Lionel Pesant
Laurent Parisien
Raymond Larivée
Jacques Lanouette
Louis Philippe
Lessard
Jean Bazinet
Gilles Faucher
Yvan Poirier
Germain Désilets
Lionel Lefrançois
Richard Rousseau
Gilles Madore
Jean Lapostolle
Rolland Désormeaux
Rolland Désormeaux
Jean St-Pierre
Réal Sauvé
Raymond Coderre
Claude Poisson
Maurice Renaud
Richard Turcotte
Denis Lavigne
Robert Marois
Michel Blain
Jean-Claude
De Grasse
Angus Goodfellow
Normand Landry
Jean Loisel

Branches
Montreal

400 Beaubien Street E.
3160 Beaubien Street E.
4945 Beaubien Street E.
6593 Beaubien Street E.
1101 Bélanger Street E.
4155 Bélanger Street E.
290 Chabanel Street W.
1100 Condé Street
5199 Côte des Neiges Rd.
5990 Côte des Neiges Rd.
6140 Côte St. Luc Rd.
3830 Dandurand Street
6225 Darlington Avenue
5159 Décarie Blvd.
6290 Décarie Blvd.
1493 De LaSalle Avenue
6500 De Lorimier Avenue
2490 De Salaberry Street
5180 De Salaberry Street
885 Fleury Street E.
1780 Fleury Street E.
2200 Fleury Street E.
50 Henri-Bourassa Bl. W.
8595 Hochelaga Street
790 Jarry Street W.
10 Jean-Talon Street E.
2490 Jean-Talon Street E.
555 Jean-Talon Street W.
9095 Lajeunesse Street
2937 Masson Street

Managers

Robert Larocque
Claude Piché
Réal Guilbault
Claude Parent
Guy Lorrain
Marcel Collette
Paul Lalonde
Gilles Bolduc
Poline Paquet
Claude Gauthier
Michel Jutras
Michel Longpré
Michel McCann
Jean-Paul Fluet
Albert Maisonneuve
Raymond Brabant
Jean-Guy Poulin
Marcel Lauzon
Michel Rouleau
Raoul Vézina
Guy Pelletier
Jean-Paul Bolduc
Camille Cartier
Roger Graillon
Bernard Benoit
Mario Galella
Paul Portugais
Aimé Cuillierier
André Gagnon
Lucien Lachance

Anjou 7050 Jarry Street E. 6655 Joseph Renaud Blvd.	Jean Juneau François Bernard	Longueuil 2836 Chambly Road 4 St. Charles Street E. 670 Curé Poirier Blvd. W	Serge Létourneau Yves Desrochers Maurice Tremblay
Beloil 706 Laurier Blvd.	Marcel Bédard	Montreal North 4135 Amiens Street 5501 Henri-Bourassa Blvd. E. 6525 Léger Blvd. 6263 Maurice-Duplessis Blvd.	René Laverdière Normand Lemieux Georges Provost Donald Ruel
Boucherville 999 Montarville Blvd.	Serge Prud'homme	Outremont 1447 Van Horne Avenue	Pierre Tremblay
Brossard 2215 Lapinière Blvd. 1635 Rome Blvd.	André Dubreuil Réneal Blanchard	Pointe-aux-Trembles 12050 Sherbrooke Street E.	Isidore Blanchard
Châteauguay 111 St. Jean-Baptiste Blvd.	Robert Proulx	Repentigny 150 Iberville Blvd.	Gilles Leduc
Côte St-Luc 5501 Cavendish Blvd. 5479 Westminster Avenue	Michel Jutras Jean-Marie Benson	Roxboro 10451 Gouin Blvd. W.	Robert Ménard
Dollard-des-Ormeaux 4057 Montée St-Jean	Aldo Tucci	St. Eustache 250 Sauvé Blvd.	Paulin Lemire
Dorval 325 Dorval Avenue	Jean St-Denis	St. Hubert 4990 Champlain Blvd. 3605 Taschereau Blvd.	Dominique Morin Claude Soucy
Granby 243 Principale Street	Luc Thibodeau	St. Lambert 400 Victoria Avenue	Fabien Brin
Hull 770 St. Jean Blvd.	Georges Harvey	St. Laurent 123 Côte Vertu West 865 Décarie Blvd. 445 Laurentian Blvd. 1430 Poirier Street	Roger Durand Gilles Bellemare Joseph Belso Jean-Maurice Tourangeau
Lachine 1675 Notre-Dame Street W.	Robert Plante	St. Léonard 5900 Bélanger Street E. 4725 Jarry Street E. 5355 Jean-Talon Street E. 8410 Langelier Blvd. 8945 Viau Street	Gérald Charest Raymond Hébert Roger Majeau Normand Audet Joseph Ruffolo
LaSalle 8787 Newman Blvd. 1291 Shevchenko Blvd.	Joseph Denino Albert Burke	Terrebonne 1035 des Seigneurs Blvd.	Jean-Guy Roy
Laval 265 - 15th Street, Laval des Rapides	Lucien Latreille	Verdun 5501 Verdun Avenue 4214 Wellington Street	Claude Desmarais Réal Toupin
3387 Dagenais Blvd. Fabreville 510 des Laurentides Blvd. Pont-Viau 3870 Notre-Dame Blvd. 4640 Samson Blvd. 1995 St. Martin Blvd. Chomedey 750 Montrose Street, Duvernay	Jean-Bernard Lapointe Jean Dubois René Monté Normand Larocque Jean Lefebvre Serge Joly	Westmount 4848 Sherbrooke Street W.	Lucien St-Pierre

Belgium

Société Générale de Banque S.A.

England

Bank of Montreal

France

Crédit Lyonnais
Royal Bank

Germany

Deutsche Bank A.G.

Greece

National Bank of Greece, S.A.

Haiti

Royal Bank

Israel

Bank Leumi Le Israel B.M.

Italy

Banca Nazionale del Lavoro
Credito Italiano

Portugal

Banco Totta & Açores

United States

Bank of Montreal
Chase Manhattan Bank N.A.
First National City Bank
Bankers Trust Company

Spain

Banco Hispano Americano
Banco Espanol de Credito

Switzerland

Union Bank of Switzerland

