

## **Brian Porter**

Group Head, Risk & Treasury

### **Well Positioned for Future Growth**

National Bank Financial  
2010 Canadian Financial Services Conference  
Montreal - March 30, 2010

#### **Why Invest in Scotiabank?**

- **Solid track record of earnings and dividend growth**
- **Three diversified growth platforms providing sustainable revenue growth**
- **'Best in class' risk management**
- **Disciplined expense management**
- **Solid capital position and high ROE**

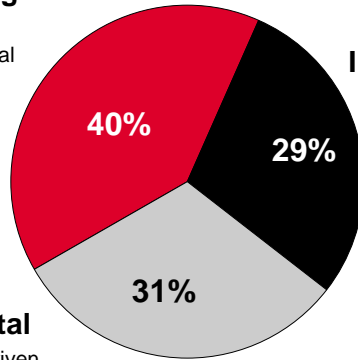
**Above average returns, with below average risk**

## Three Diversified Growth Platforms

% of 2009 Net Income, Excluding Other Segment

### Canadian Banking

- #1 among Canadian financials in net mutual fund sales in 2009



### International Banking

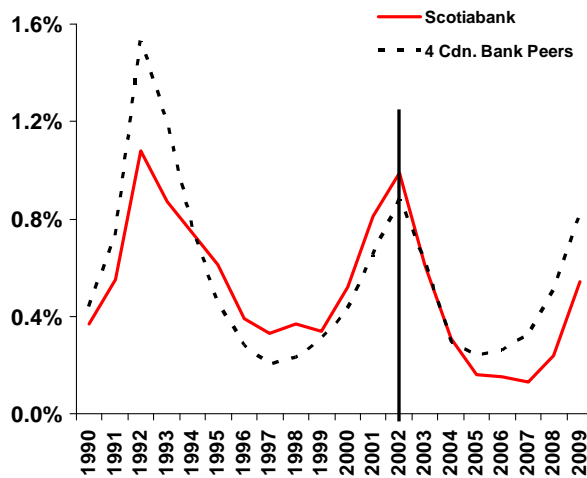
- 45+ countries, including recent investments in Colombia & Thailand

### Scotia Capital

- Strong client-driven trading platform, benefiting from recent investments

## Disciplined Risk Management

### Specific PCLs as % of Loans & BAs\*



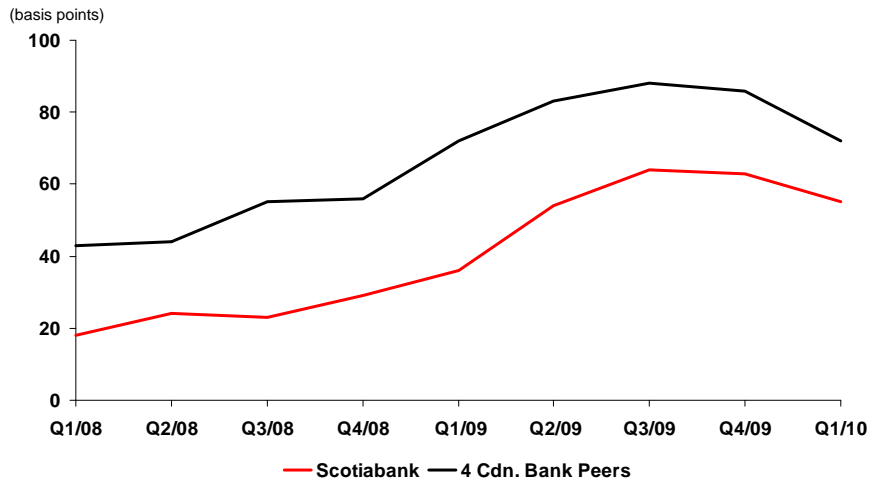
### Changes Since Previous Credit Cycle:

- Conservative underwriting and risk appetite
- Investment grade client focus in Scotia Capital
- Exited the highly leveraged LBO market; no "covenant light"
- Lower single name limits; reduced industry concentration
- Embedded risk culture

\* Ratios for 2001 and 2002 exclude charges/credits relating to Argentina

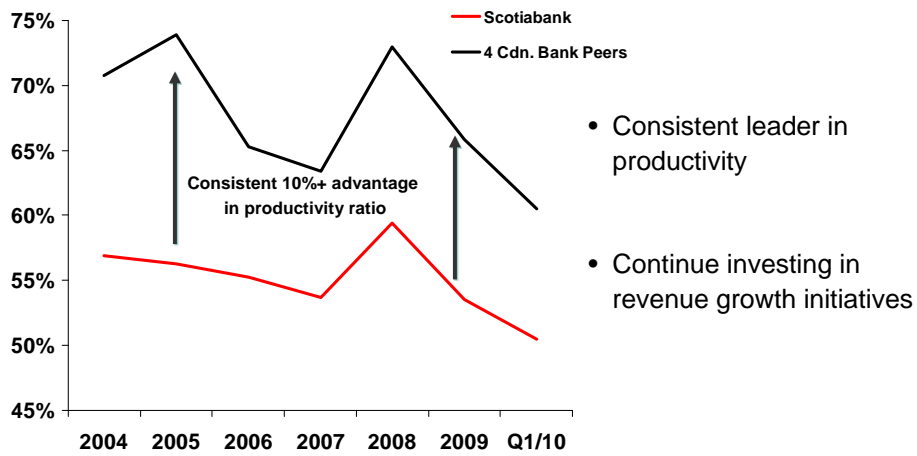
## Provisions: Consistently Outperforming Canadian Peers

Specific PCL as a % of Average Loans & BAs



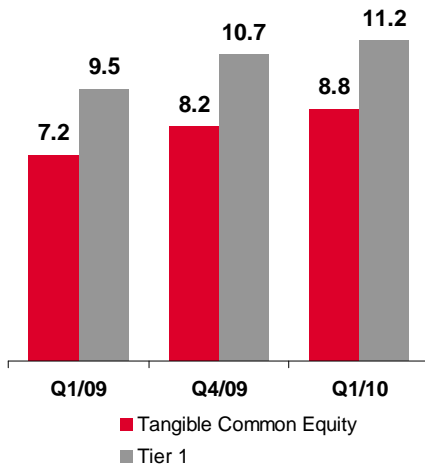
## Disciplined Expense Management

### Industry-Leading Productivity Ratio



## Solid Capital Position

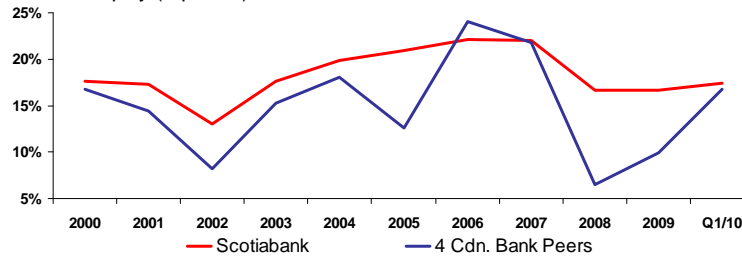
Capital Ratios (%)



- **Strong ratios by global standards**
  - Avoided dilutive public offering of common equity
- **High quality capital**
- **Investing in businesses**
  - Organic
  - Strategic investments
  - Disciplined criteria
- **Consistent dividends**

## ROE Consistently at Top of Peer Group

Return on Equity (reported)



2009 Return on Equity (Reported)

Canada		U.S.		International	
Scotia	16.7%	Wells Fargo	9.9%	Credit Suisse	18.3%
Royal	11.9	US Bancorp	8.2	BBVA	16.0
BMO	9.9	JPMorgan	6.0	Commonwealth Bank of Australia	15.8
CIBC	9.4	Bank of America	n/m	Deutsche	14.6
TD	8.4	Citibank	n/m	HSBC	5.1

## 2010 Outlook

- **Cautiously optimistic**
  - Manage through regulatory environment
  - Provisions appear to have crested
  - Confident of continuing our growth:
    - Revenues and NIM expected to expand
    - Maintain positive operating leverage
    - Continue add-on acquisitions in existing markets
- **Maintaining Targets for 2010**
  - EPS growth 7-12%
  - ROE 16-20%
  - Productivity Ratio <58%
  - Capital Maintain strong ratios

## Caution Regarding Forward-Looking Statements

*Our public communications often include oral or written forward-looking statements. Statements of this type are included in this document, and may be included in other filings with Canadian securities regulators or the U.S. Securities and Exchange Commission, or in other communications. All such statements are made pursuant to the "safe harbour" provisions of the United States Private Securities Litigation Reform Act of 1995 and any applicable Canadian securities legislation. Forward-looking statements may include comments with respect to the Bank's objectives, strategies to achieve those objectives, expected financial results (including those in the area of risk management), and the outlook for the Bank's businesses and for the Canadian, United States and global economies. Such statements are typically identified by words or phrases such as "believe," "expect," "anticipate," "intent," "estimate," "plan," "may increase," "may fluctuate," and similar expressions of future or conditional verbs, such as "will," "should," "would" and "could."*

*By their very nature, forward-looking statements involve numerous assumptions, inherent risks and uncertainties, both general and specific, and the risk that predictions and other forward-looking statements will not prove to be accurate. Do not unduly rely on forward-looking statements, as a number of important factors, many of which are beyond our control, could cause actual results to differ materially from the estimates and intentions expressed in such forward-looking statements. These factors include, but are not limited to: the economic and financial conditions in Canada and globally; fluctuations in interest rates and currency values; liquidity; significant market volatility and interruptions; the failure of third parties to comply with their obligations to us and our affiliates; the effect of changes in monetary policy; legislative and regulatory developments in Canada and elsewhere, including changes in tax laws; the effect of changes to our credit ratings; amendments to, and interpretations of, risk-based capital guidelines and reporting instructions and liquidity regulatory guidance; operational and reputational risks; the risk that the Bank's risk management models may not take into account all relevant factors; the accuracy and completeness of information the Bank receives on customers and counterparties; the timely development and introduction of new products and services in receptive markets; the Bank's ability to expand existing distribution channels and to develop and realize revenues from new distribution channels; the Bank's ability to complete and integrate acquisitions and its other growth strategies; changes in accounting policies and methods the Bank uses to report its financial condition and the results of its operations, including uncertainties associated with critical accounting assumptions and estimates; the effect of applying future accounting changes; global capital markets activity; the Bank's ability to attract and retain key executives; reliance on third parties to provide components of the Bank's business infrastructure; unexpected changes in consumer spending and saving habits; technological developments; fraud by internal or external parties, including the use of new technologies in unprecedented ways to defraud the Bank or its customers; consolidation in the Canadian financial services sector; competition, both from new entrants and established competitors; judicial and regulatory proceedings; acts of God, such as earthquakes and hurricanes; the possible impact of international conflicts and other developments, including terrorist acts and war on terrorism; the effects of disease or illness on local, national or international economies; disruptions to public infrastructure, including transportation, communication, power and water; and the Bank's anticipation of and success in managing the risks implied by the foregoing. A substantial amount of the Bank's business involves making loans or otherwise committing resources to specific companies, industries or countries. Unforeseen events affecting such borrowers, industries or countries could have a material adverse effect on the Bank's financial results, businesses, financial condition or liquidity. These and other factors may cause the Bank's actual performance to differ materially from that contemplated by forward-looking statements. For more information, see the discussion starting on page 62 of the Bank's 2009 Annual Report.*

*The preceding list of important factors is not exhaustive. When relying on forward-looking statements to make decisions with respect to the Bank and its securities, investors and others should carefully consider the preceding factors, other uncertainties and potential events. The Bank does not undertake to update any forward-looking statements, whether written or oral, that may be made from time to time by or on its behalf.*

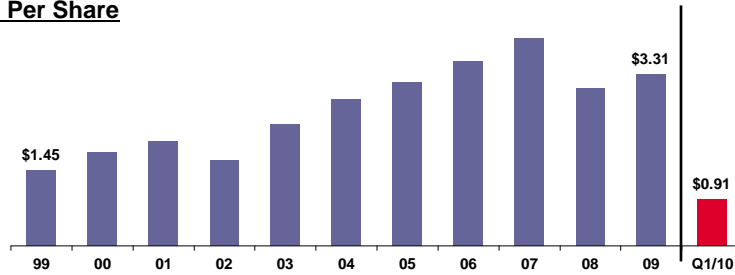
*The "Outlook" sections in this document are based on the Bank's views and the actual outcome is uncertain. Readers should consider the above-noted factors when reviewing these sections.*

*Additional information relating to the Bank, including the Bank's Annual Information Form, can be located on the SEDAR website at [www.sedar.com](http://www.sedar.com) and on the EDGAR section of the SEC's website at [www.sec.gov](http://www.sec.gov).*

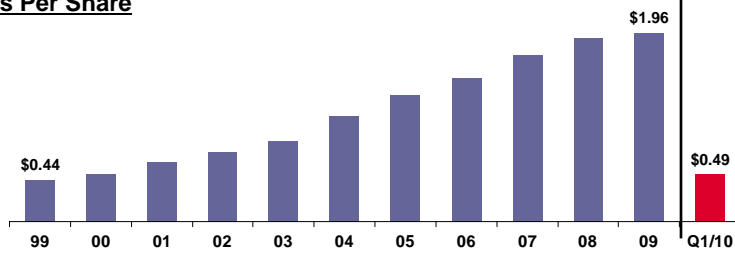
## Appendix

### Strong Track Record of Growth

#### Earnings Per Share



#### Dividends Per Share



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