Strategy in Action | 181st Annual General Meeting

April 9, 2013

Sean McGuckin
Executive Vice President and Chief Financial Officer

Scotiabank

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 U.S. 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, U.S. 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 financial performance, 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 55 of the 2012 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 and on the EDGAR section of the SEC's website at www.sec.gov.

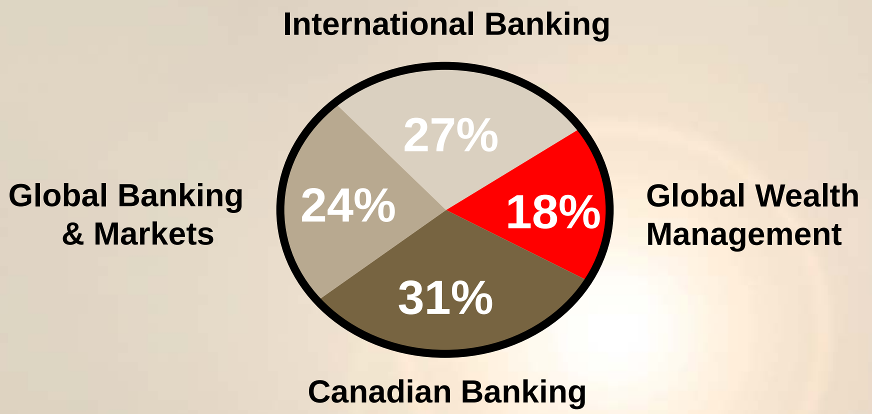
Scotiabank

2012 Overview

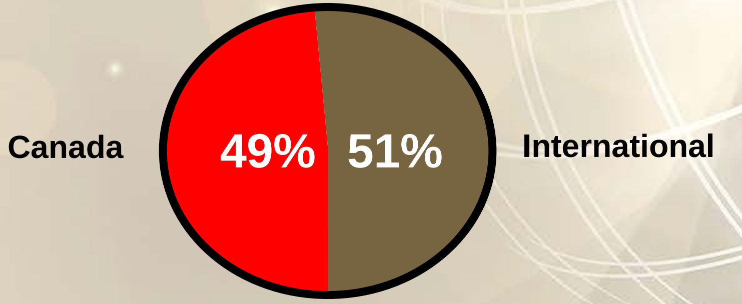
- Record Year
  - Net income: $6,466 million
  - EPS: $5.22
    - Includes $0.61 of real estate gains
  - ROE: 19.7%
- Revenue growth of 14% (11% excluding one-time gains)
- Completed acquisition of ING DIRECT Canada in November 2012
- Credit conditions continue to be stable
- Capital position remains strong and high quality
- Named Global Bank of the Year in 2012

Four Diversified and Growing Platforms

2012 Business Line Net Income
Target: 20-30%



Net Income Distribution
Target: 50/50

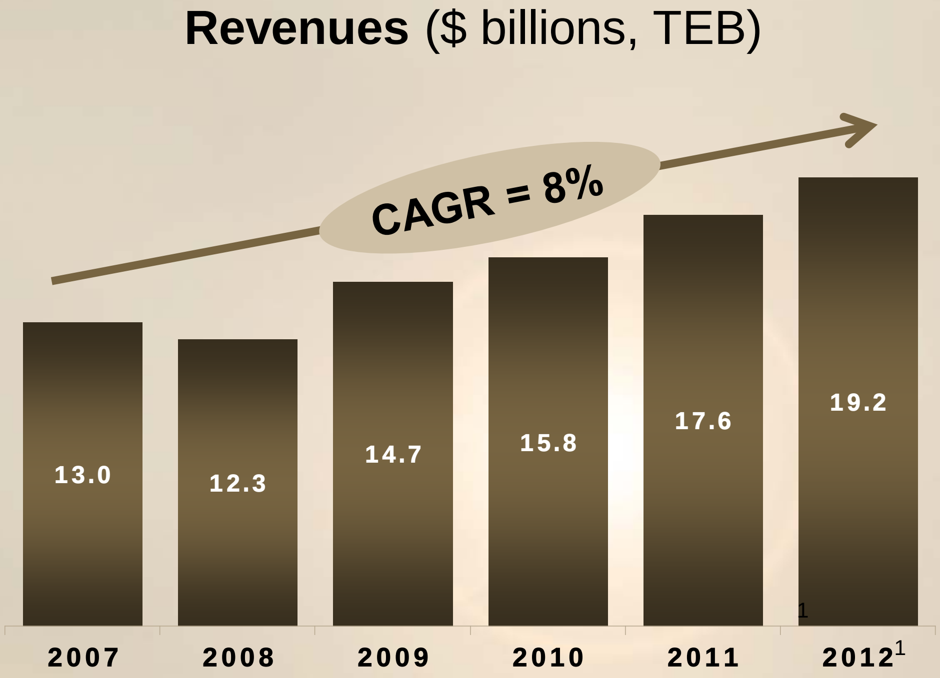


Based on FY2012 Net Income excluding real estate gains

Diversification creates stability and lowers risk

Scotiabank

Sustainable and Profitable Revenue Growth



(1) Excludes real estate gains in 2012

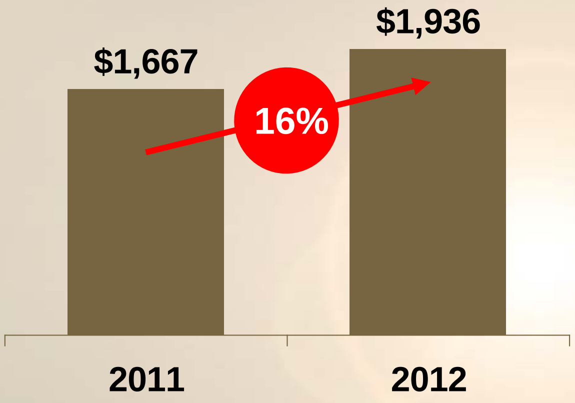
- **Areas of Growth**
  - Latin America and Asia
  - Global offering in Wealth Management
  - Insurance
  - Deposits and Payments
  - Global wholesale banking

Scotiabank

Strong Core Canadian Base

Net Income[1]

C$ millions



(1) Attributable to equity holders
(2) Excludes "Other" segment

2012 Highlights:

- Contributed 31% of consolidated net income[2]
- Net income growth of 16% was the strongest among major Canadian banks
- Industry-low PCL ratio of 23 bps
- Completed the acquisition of ING DIRECT Canada
- Only major Canadian bank to offer co-branded American Express cards
- Named 2012 Bank of the Year in Canada

Scotiabank

INTERNATIONAL BANKING

Higher Growth Markets

Net Income

C$ millions

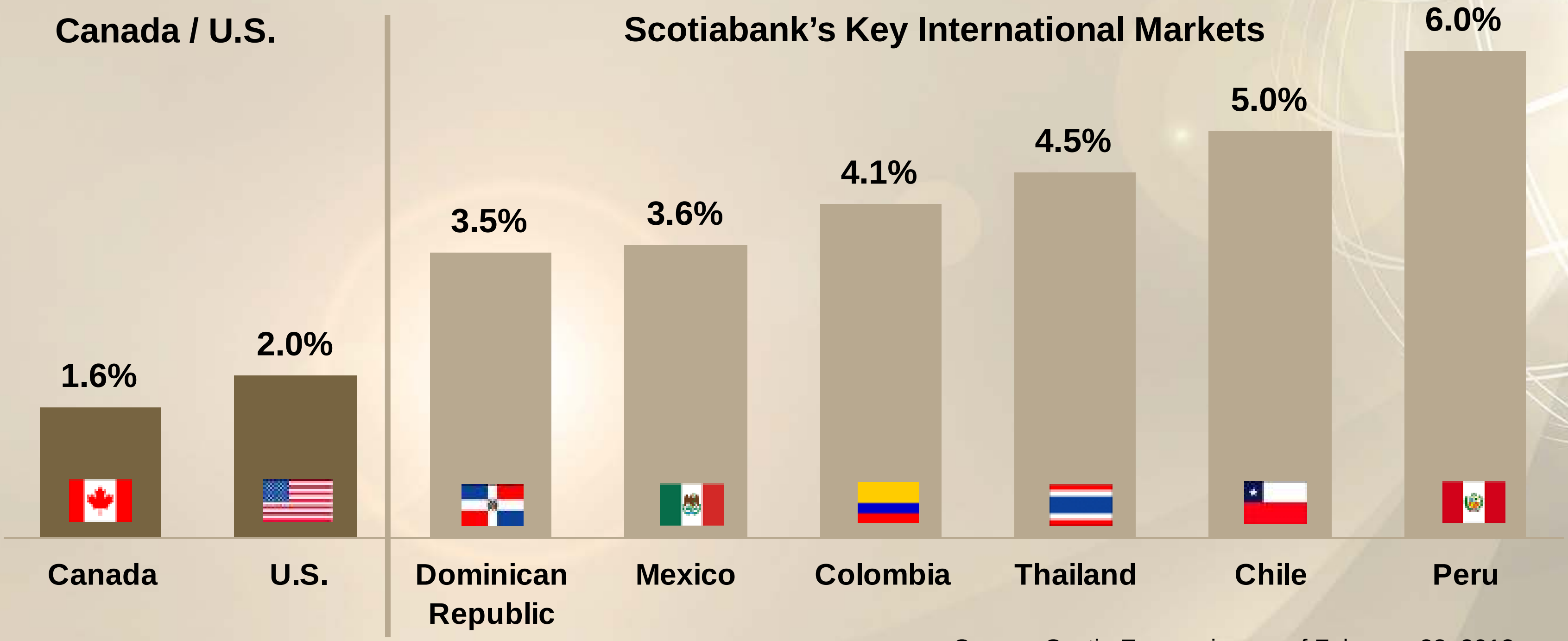
2012 Highlights:

- Contributed 27% of consolidated net income
- Strong revenue growth in Latin America and Asia regions
- Expanded our geographic footprint:
  - 51% investment in Banco Colpatria, becoming 6th largest bank in Colombia
- Named 2012 Bank of the Year in the Americas

Scotiabank

Higher Growth Markets

2013 Real GDP Growth Forecast



Source: Scotia Economics, as of February 28, 2013.

Significant Growth in Wealth and Insurance

Net Income

C$ millions

(1) As of October 31, 2012. Source: IFIC.
(2) Excludes $260MM accounting gain in 2011

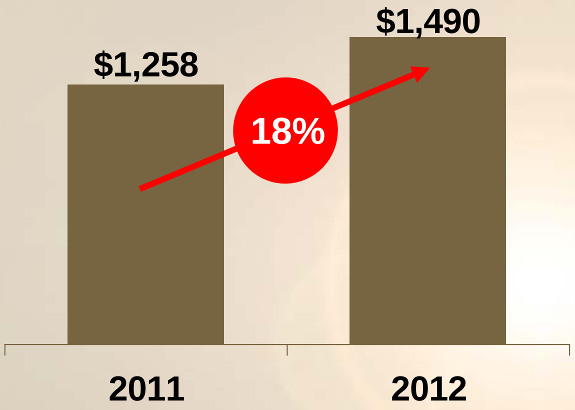
2012 Highlights:

- Contributed 18% of consolidated net income
- Industry-leading productivity ratio of 58%
- ScotiaFunds and Dynamic Funds together rank #2 among banks and industry in fiscal aggregate mutual fund sales[1]
- Recently completed the acquisition of a 51% investment in Colfondos, a pension management company in Colombia

Niche Focus in Select Products, Geographies and Industries

Net Income

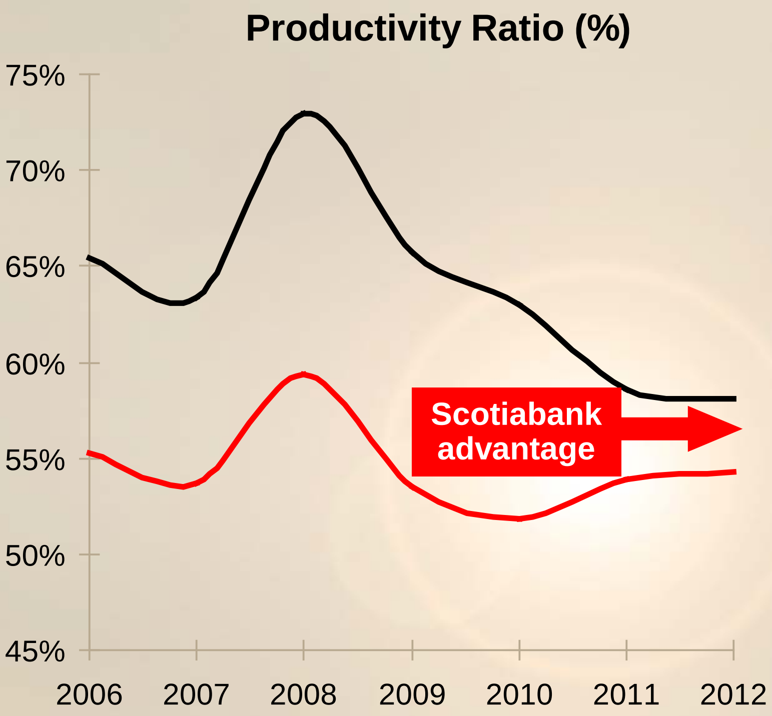
C$ millions

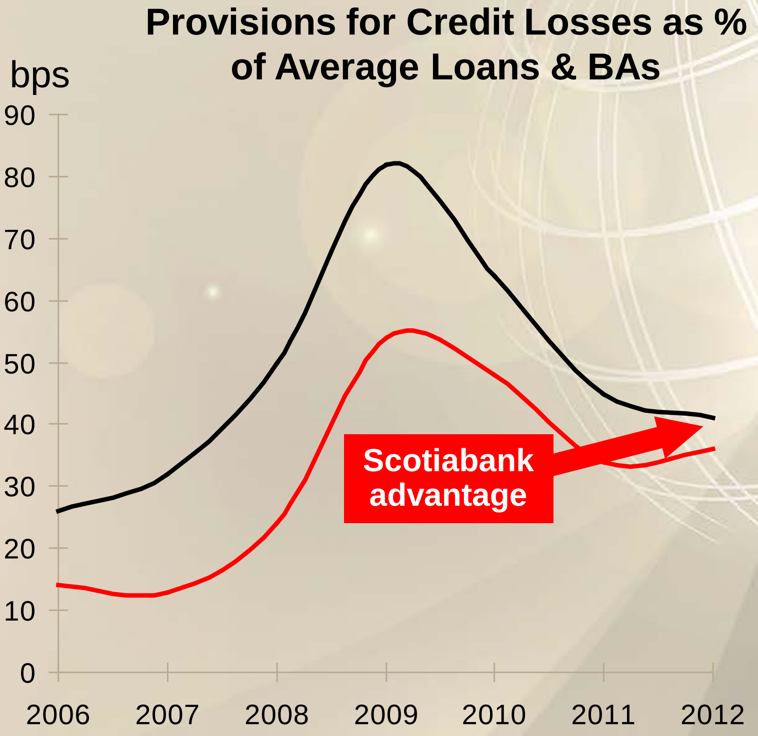


2012 Highlights:

- Contributed 24% of 2012 consolidated net income
- Industry-leading productivity ratio of 42%
- High quality corporate lending portfolio
- Well diversified capital markets revenues
- Focus sectors include energy, mining and infrastructure
- Acquired Howard Weil, a leading U.S.-based energy investment boutique

Strong Cost and Risk Culture





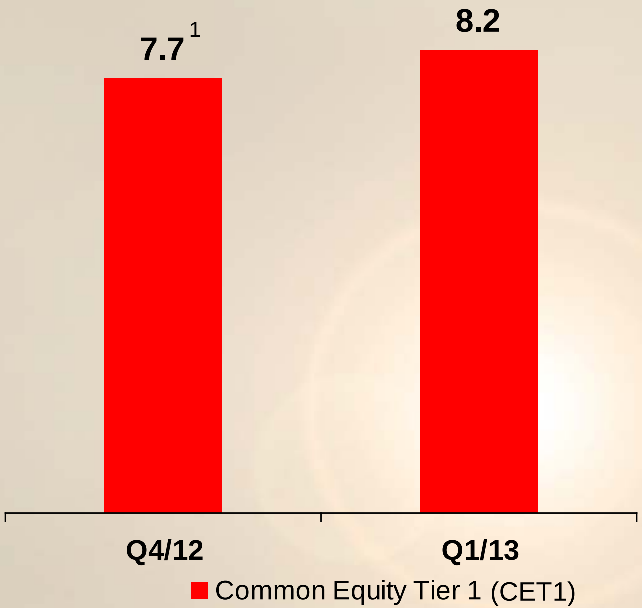
Scotiabank

4 Canadian bank peers

Scotiabank

Strong and High Quality Capital Ratios

Basel III Capital Ratios (%)



(1) Adjusted for ING DIRECT acquisition

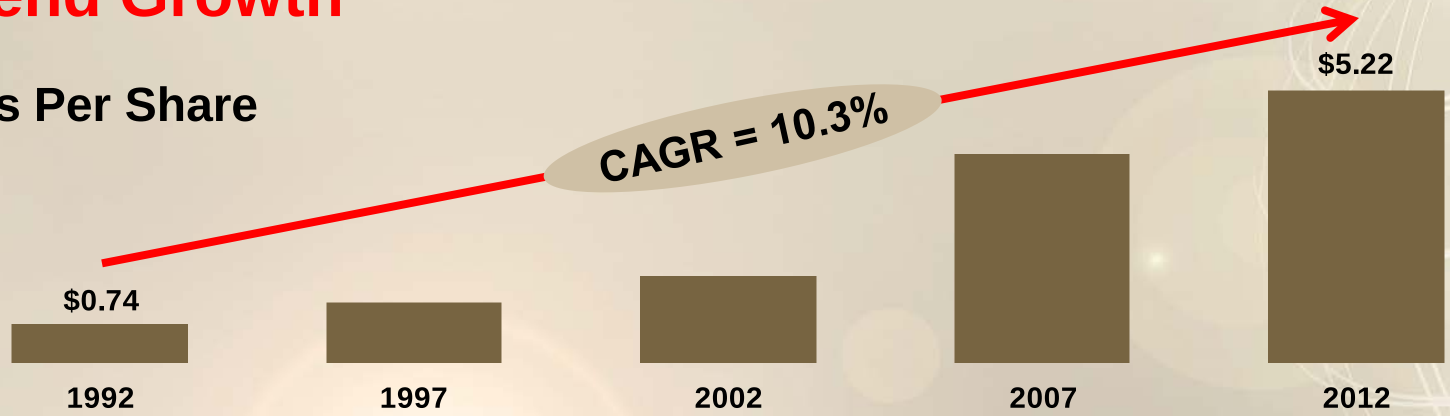
Q1/13 Highlights

- Strong internal capital generation of $829MM
- $250MM from stock issued under DRIP
- Increased CET1 by 50 bps
- Fully-implemented Basel III capital ratios are strong and well above the international regulatory requirements

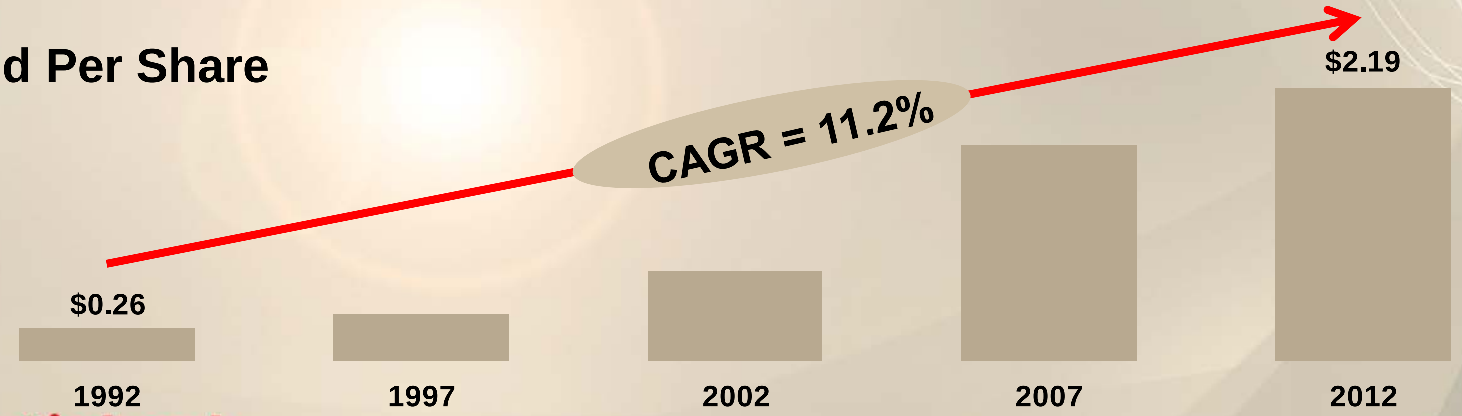
Scotiabank

Excellent 20-Year Track Record of Earnings and Dividend Growth

Earnings Per Share

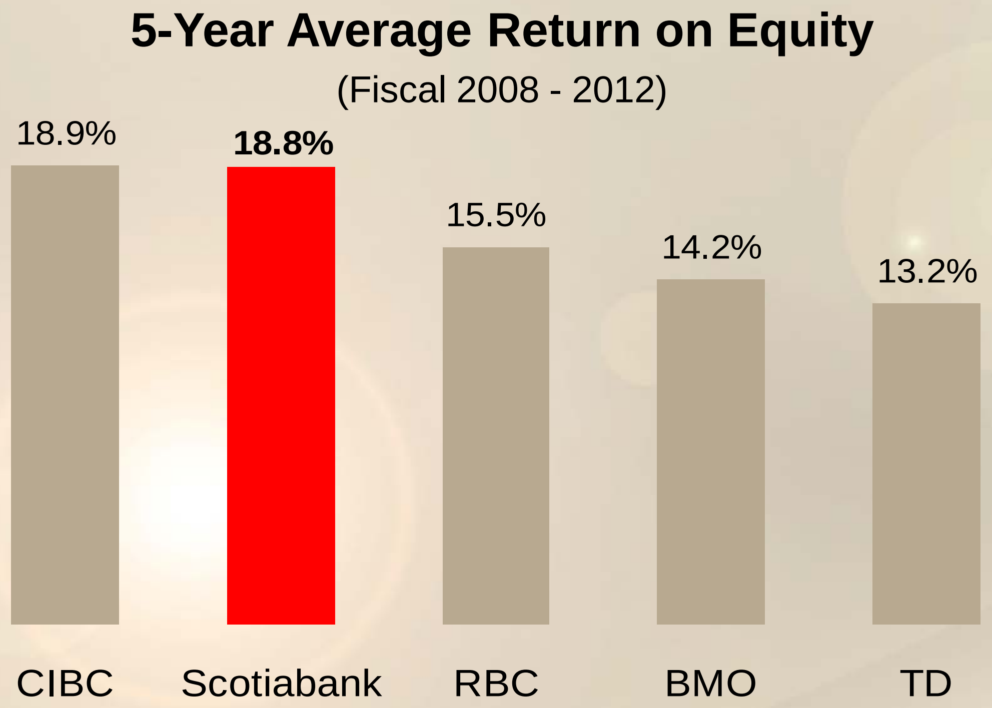


Dividend Per Share



Scotiabank

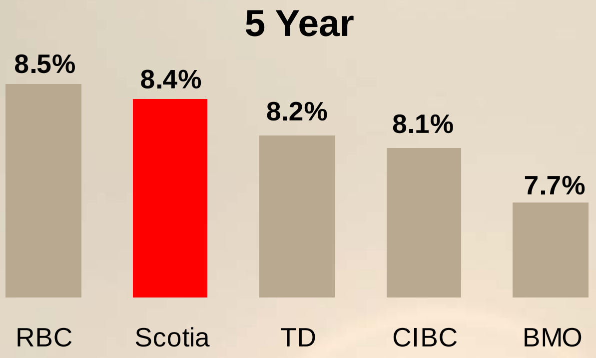
ROE Compares Favourably to Canadian Peers

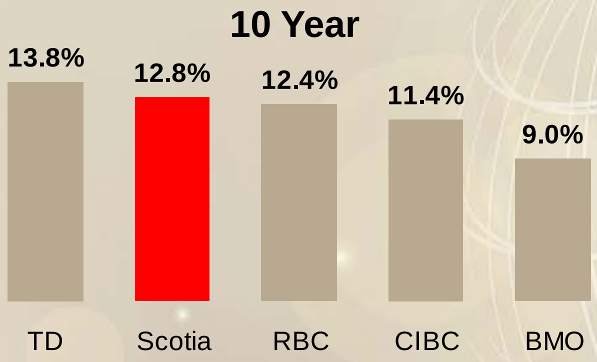


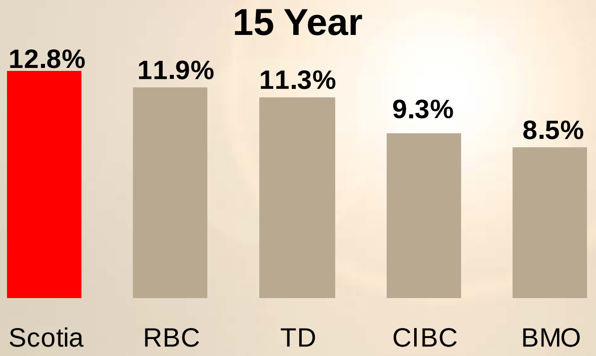
Note: 2011 and 2012 ROE based on IFRS. Prior years under CGAAP.

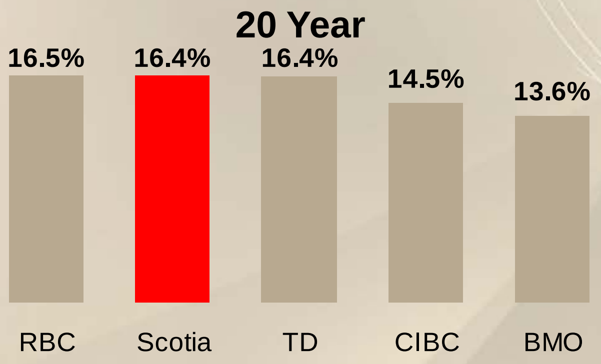
Scotiabank

Superior Long-Term Total Shareholder Returns[1]









Scotiabank

(1) Compound annual growth rate for a stock, which includes share price appreciation and re-invested dividends. Calculated in Canadian dollars. Source: Bloomberg, as of January 31, 2013.

Full Year 2013 Targets

Metric	Target	2013 YTD
EPS Growth	5-10%[1]	✓
ROE	15-18%	✓
Productivity Ratio	<56%	✓
Capital	Maintain strong ratios	✓

(1) Excluding real estate gains in 2012

Scotiabank