

# ScotiaFACTS

**SCOTIABANK IS ONE OF NORTH AMERICA'S LEADING FINANCIAL INSTITUTIONS** – and Canada's most international bank, operating in some 50 countries around the world. The Scotiabank Group provides a complete range of financial solutions to individuals, small and medium enterprises, corporate, institutional and government clients.

Scotiabank reported net income of \$842 million in the first quarter of 2009, compared with \$835 million in the same period last year. Diluted earnings per share were \$0.80, compared to \$0.82 in the first quarter of 2008. Return on equity was 16.9 per cent, compared to 18.3 per cent in the same period last year, at the low end of our target range of 16 to 20 per cent. At 9.5 per cent, our Tier 1 capital ratio remains strong by Canadian and international standards.

## Quick Facts

### Global presence:

2,696 branches and offices worldwide, including 1,019 branches and 101 Wealth Management offices across Canada, 605 branches across Mexico, and 437 branches across the Caribbean and Central America

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### Automated banking machines (ABMs):

5,703 worldwide, including 2,954 across Canada, 1,450 across Mexico, and 938 across the Caribbean and Central America

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### Employees:

69,451<sup>†</sup> worldwide, including 31,790 in Canada

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<sup>†</sup>including affiliates

# Financial Data

As at and for the three months ended

	Jan. 31 2009	Oct. 31 2008	Jan. 31 2008
Net income (\$ millions)	842	315	835
Diluted earnings per share (\$)	0.80	0.28	0.82
Return on equity <sup>(1)</sup> (%)	16.9	6.0	18.3
Productivity ratio (%) (TEB <sup>(1)</sup> )	58.7	75.2	56.5
Total assets (\$ billions)	509.8	507.6	449.4
Assets under management (\$ billions)	34.3	36.7	31.7
Tier 1 capital ratio (%)	9.5	9.3	9.0

## Common share information

Share price (\$)			
High	40.68	51.55	54.00
Low	27.35	35.25	43.10
Close	29.67	40.19	48.19
Dividends per share (\$)	0.49	0.49	0.47
Book value per common share (\$)	18.87	18.94	18.40
P/E multiple (trailing four quarters)	9.8	13.1	12.5

(1) Non-GAAP measure. Refer to page 5 of the Q1/09 Quarterly Report to Shareholders for a discussion on these measures.

## Major international subsidiaries

(as at January 31, 2009)

	Ownership
Grupo BNS de Costa Rica, S.A.	100%
Scotiabank de Puerto Rico	100%
Scotiabank Sud Americano, S.A. (Chile)	99.7%
Scotiabank El Salvador, S.A.	99.3%
Scotiabank Peru, S.A.A.	97.6%
Grupo Financiero Scotiabank Inverlat, S.A. de C.V. (Mexico)	97.3%
Scotia Group Jamaica Limited	71.8%
Scotiabank Trinidad & Tobago Limited	50.9%

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