



BUILDING SUSTAINABLE  
**GROWTH**  
International Banking



# Overview

**Luc Vanneste**

Chief Financial Officer

# Caution Regarding Forward-Looking Statements

This document includes forward-looking statements which 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. These statements 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. Forward-looking 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. The Bank cautions readers not to place undue reliance on these statements, as a number of important factors 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; the effect of changes in monetary policy; legislative and regulatory developments in Canada and elsewhere; operational and reputational risks; 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; consolidation in the Canadian financial services sector; changes in tax laws; 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 53 of the Bank’s 2006 Annual Report.

The Bank cautions that the foregoing 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 foregoing 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 behalf of the Bank.

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).



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# Scotiabank's Goal

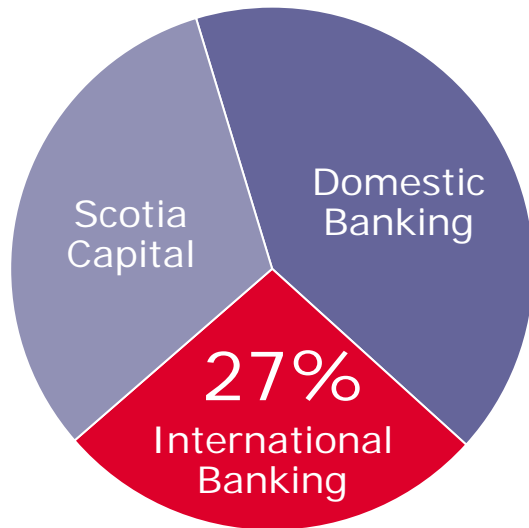


To be the best Canadian-based international financial services company

# International: One of Three Strong Growth Platforms

**% of Net Income\***

2004



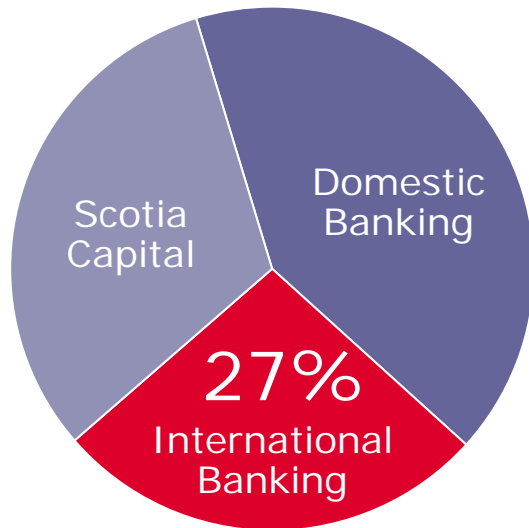
\$2.6 Billion

\* available to common shareholders, excluding Other

# International: One of Three Strong Growth Platforms

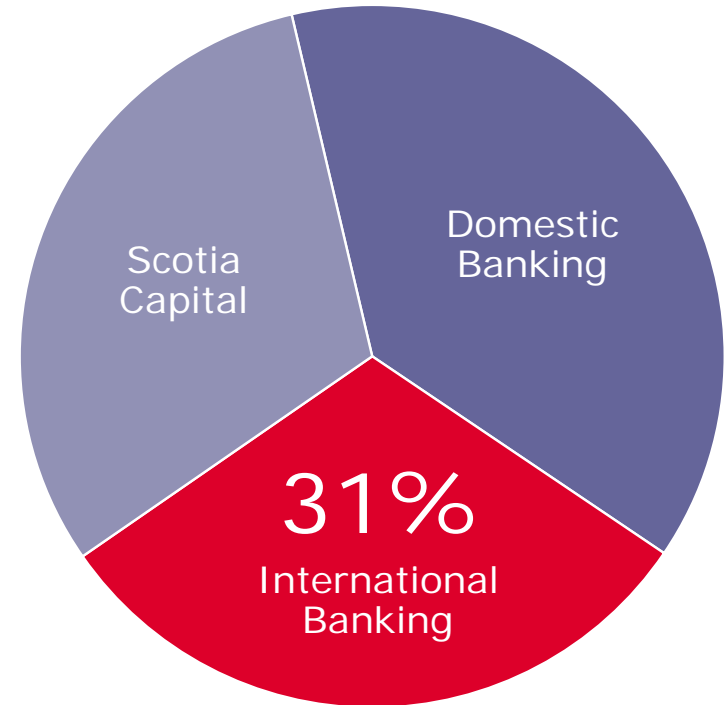
**% of Net Income\***

2004



\$2.6 Billion

2006



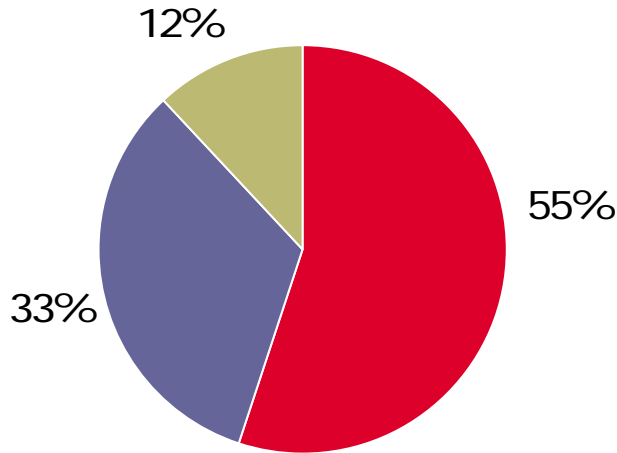
\$3.4 Billion

\* available to common shareholders, excluding Other

# International Banking: Increasingly Diversified Earnings

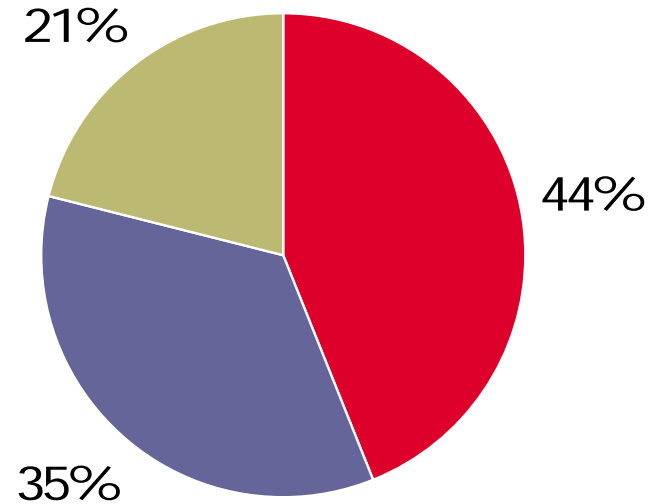
## 2006 YTD

Net Income\* – \$786 million



## 2007 YTD

Net Income\* – \$879 million



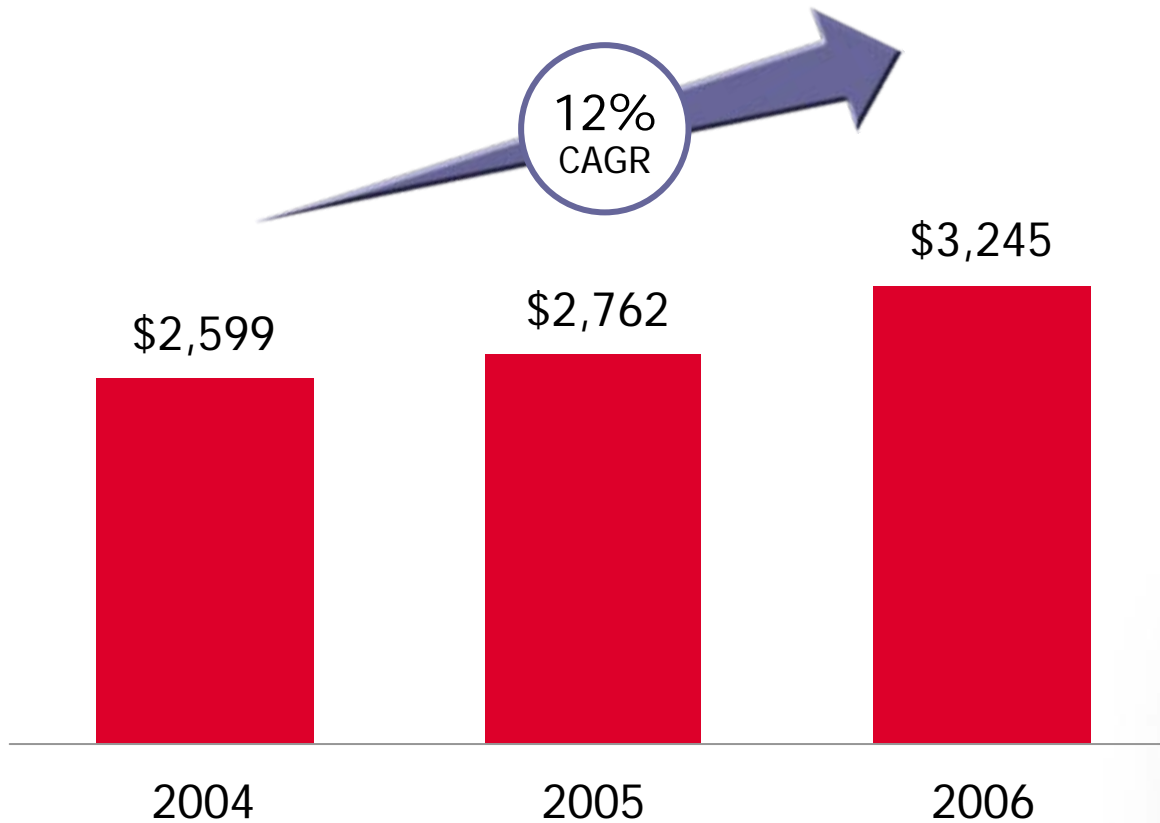
- Mexico
- Caribbean & Central America
- Latin America / Asia / Other

\* available to common shareholders

# Sustainable Revenue Growth

## International Banking Revenues (TEB)

(\$ Million)



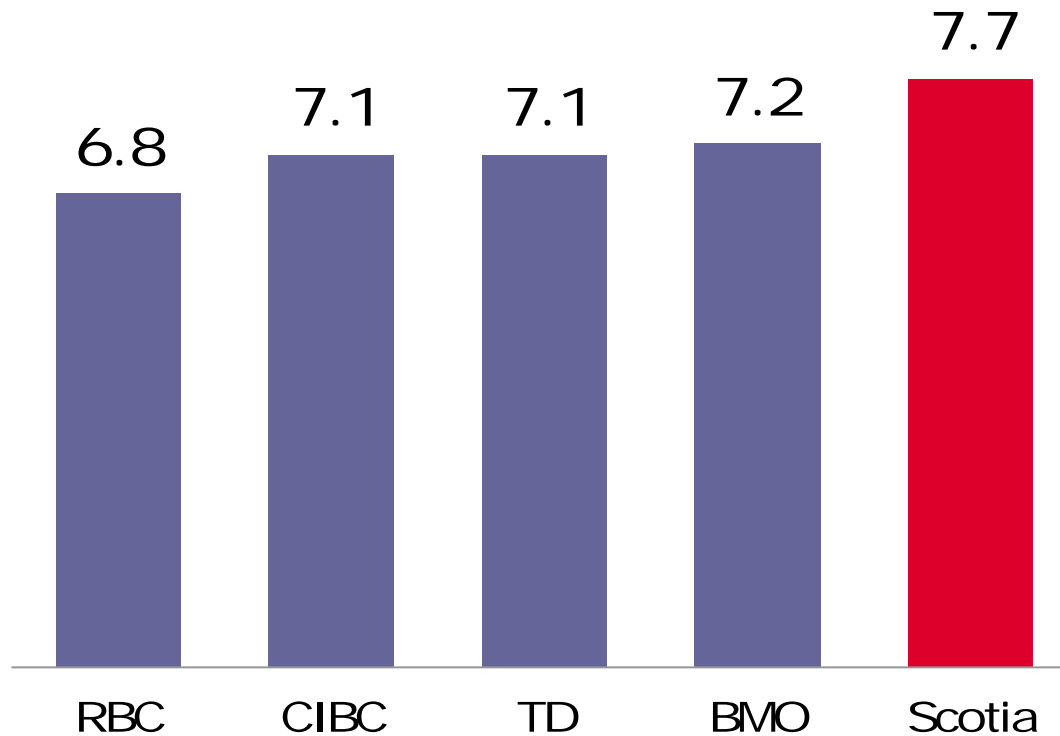
**YTD up 23%**



# Strong Capital Position

## Tangible Common Equity Ratios

July 31, 2007 (%)



## Investing in

- Organic growth
- Acquisitions



# Strong Leadership

- Leverage global talent pool
- Significant leadership depth
- Acquire and retain talent
  - Focused efforts
  - Acquisitions



Making leadership a competitive advantage

# Favourable Latin American Outlook

- ✓ Emerging market momentum
- ✓ Structural transformation
- ✓ Sustainable economic growth
- ✓ Higher reserves / Strong current accounts
- ✓ Improved credit worthiness
- ✓ Governance improvement





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