



BUILDING SUSTAINABLE
GROWTH
International Banking



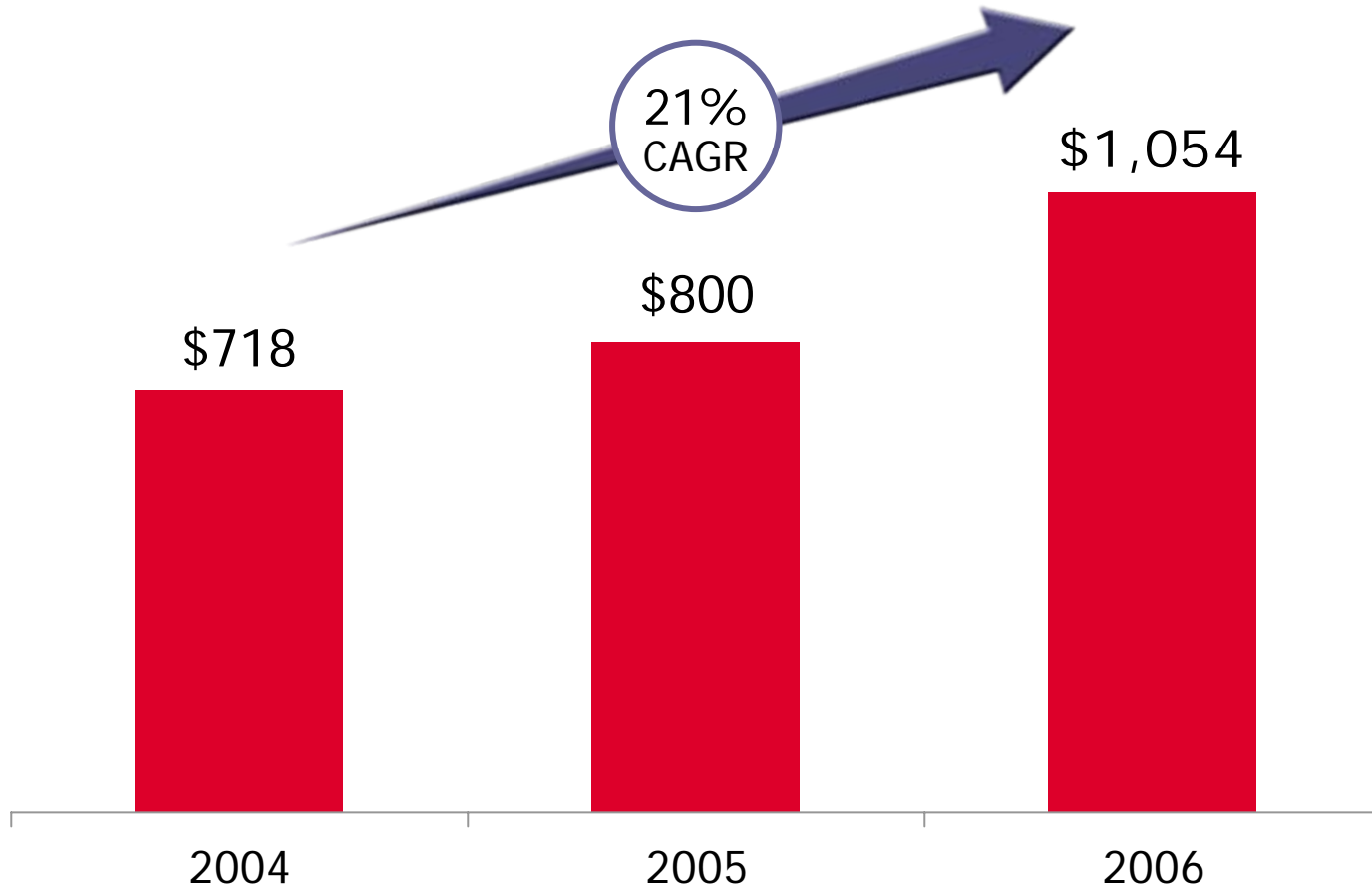
Solid Base for Growth

Brad Rowse

SVP and CFO International Banking

Strong Earnings Growth

Net Income
(\$ Million)



Agenda

- Revenue growth
- Cost control
- Risk control
- Winning formula



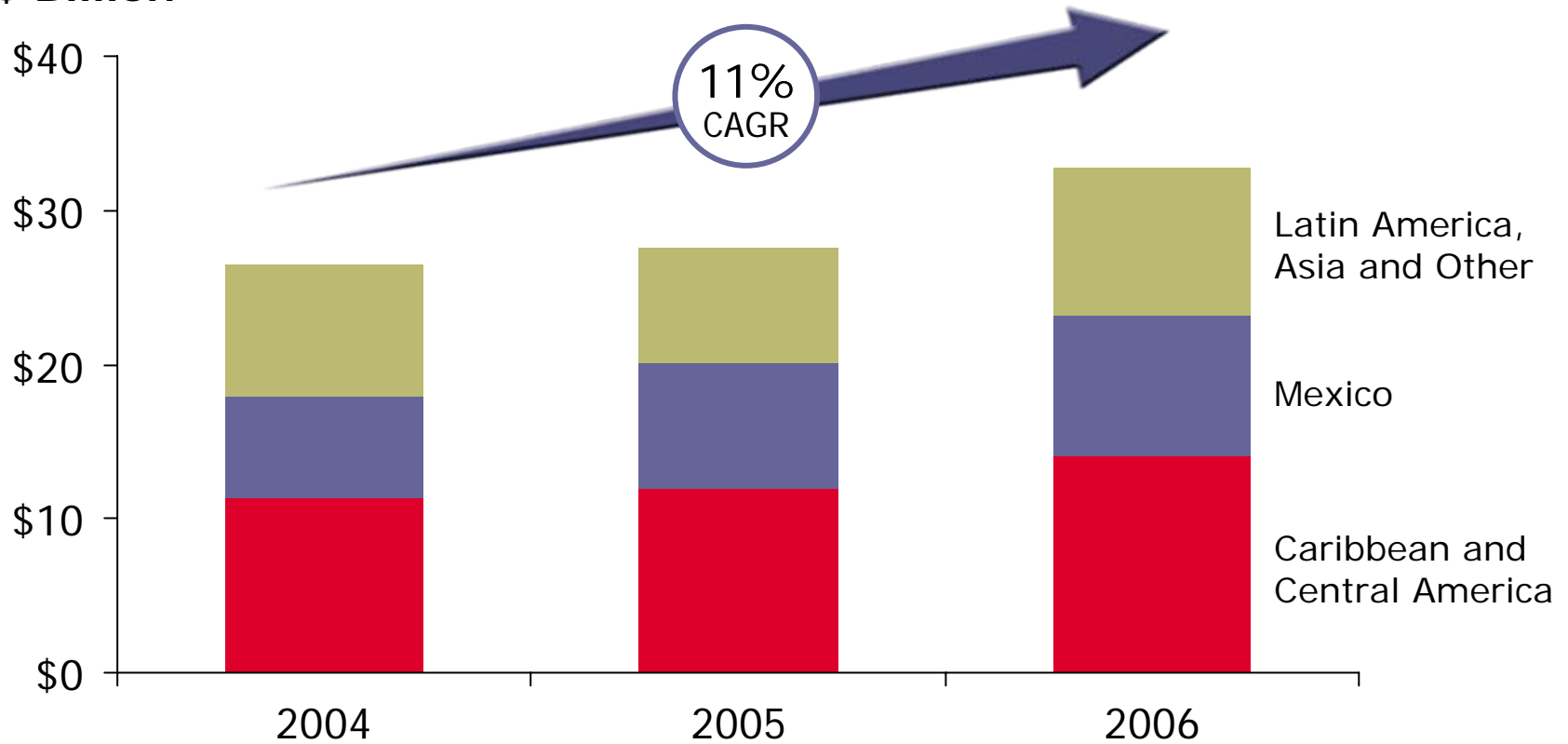
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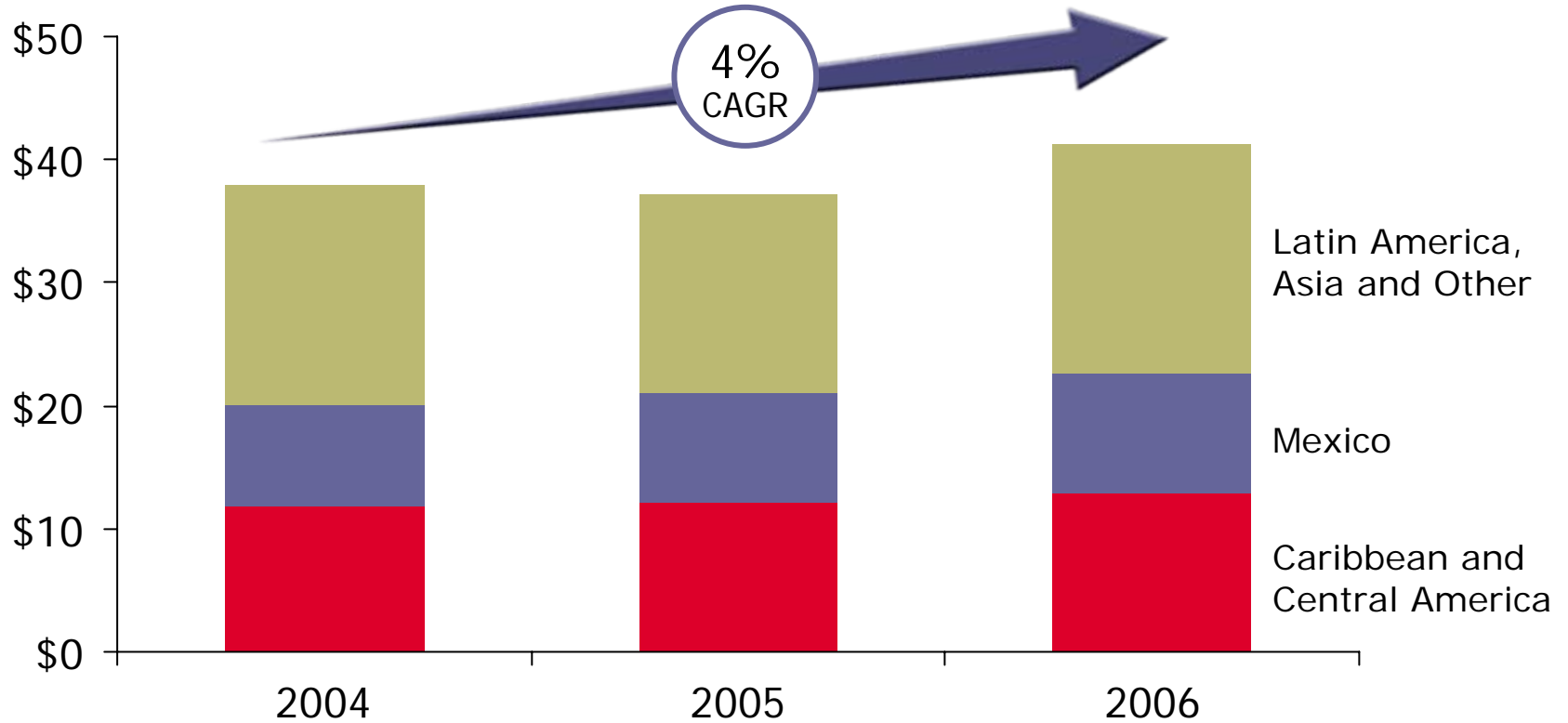
Strong Loan Growth

C\$ Billion



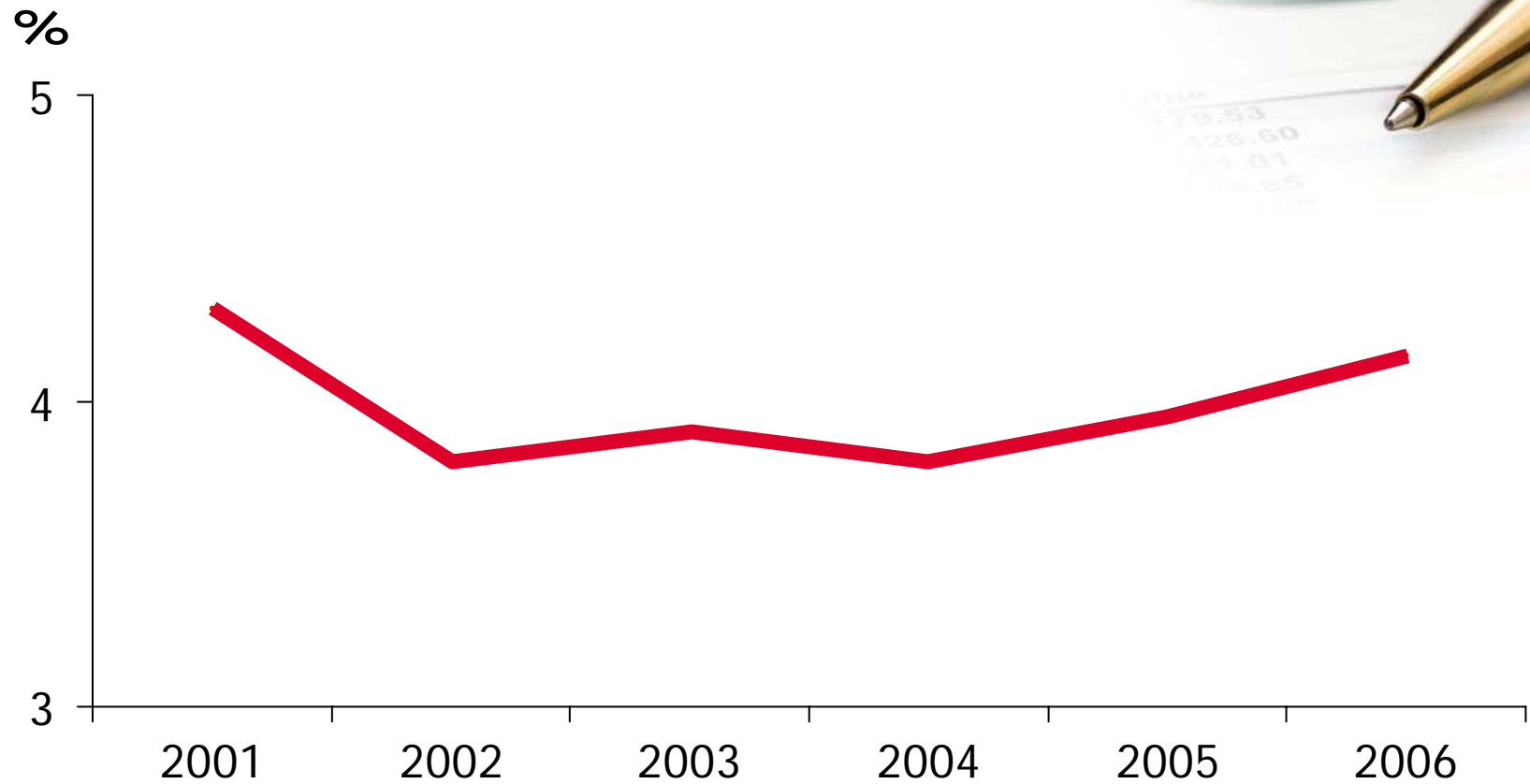
Strong Deposit Growth

C\$ Billion



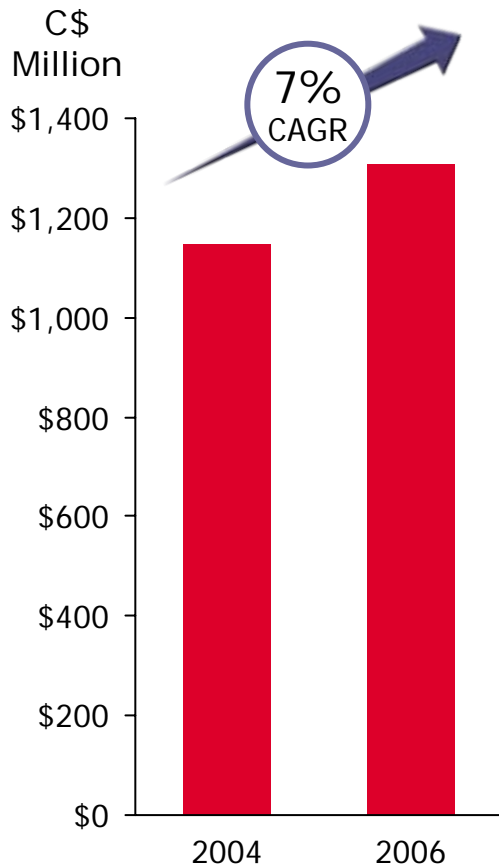
Up 11% in 2006

Stable Margins

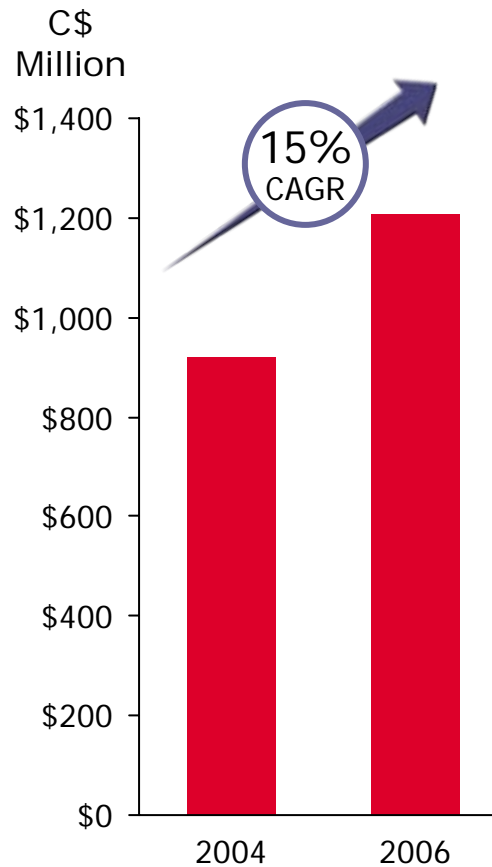


12% Revenue Growth

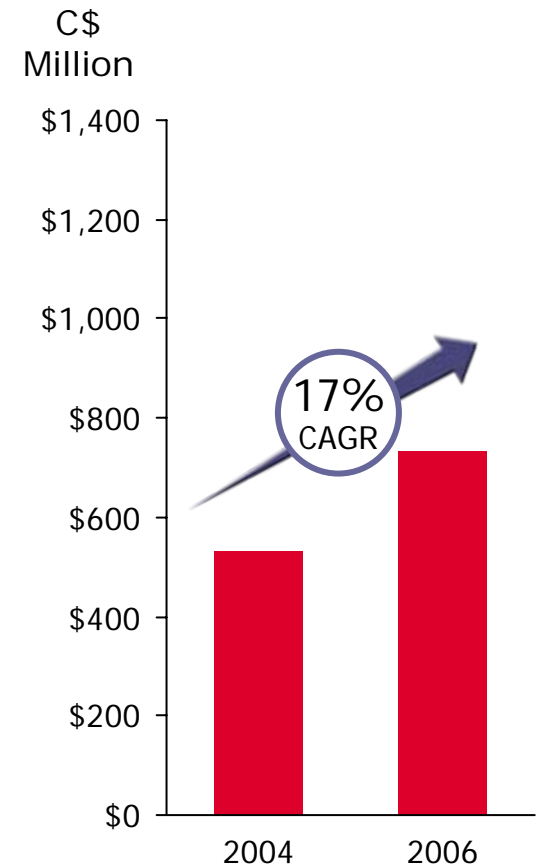
Caribbean and Central America



Mexico

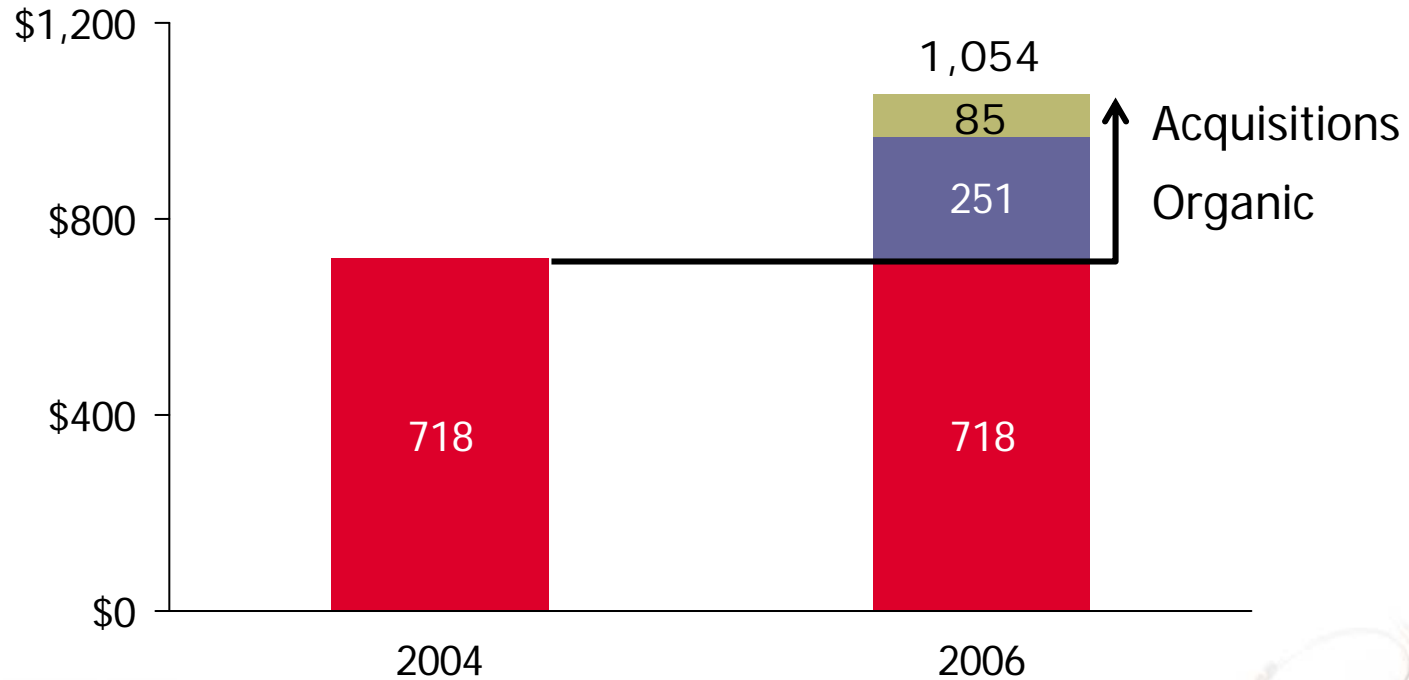


Latin America, Asia and Other



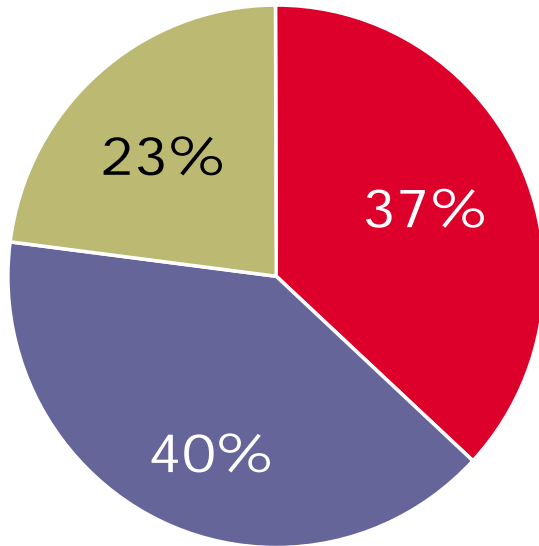
Balanced Growth

Net Income
(C\$ Million)



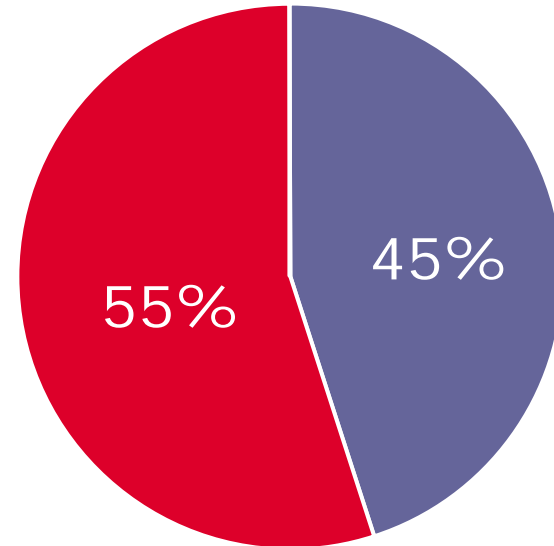
Revenue Diversification

Geography



- Mexico
- Caribbean and Central America
- Latin America, Asia and Other

Business



- Retail
- Corporate / Commercial



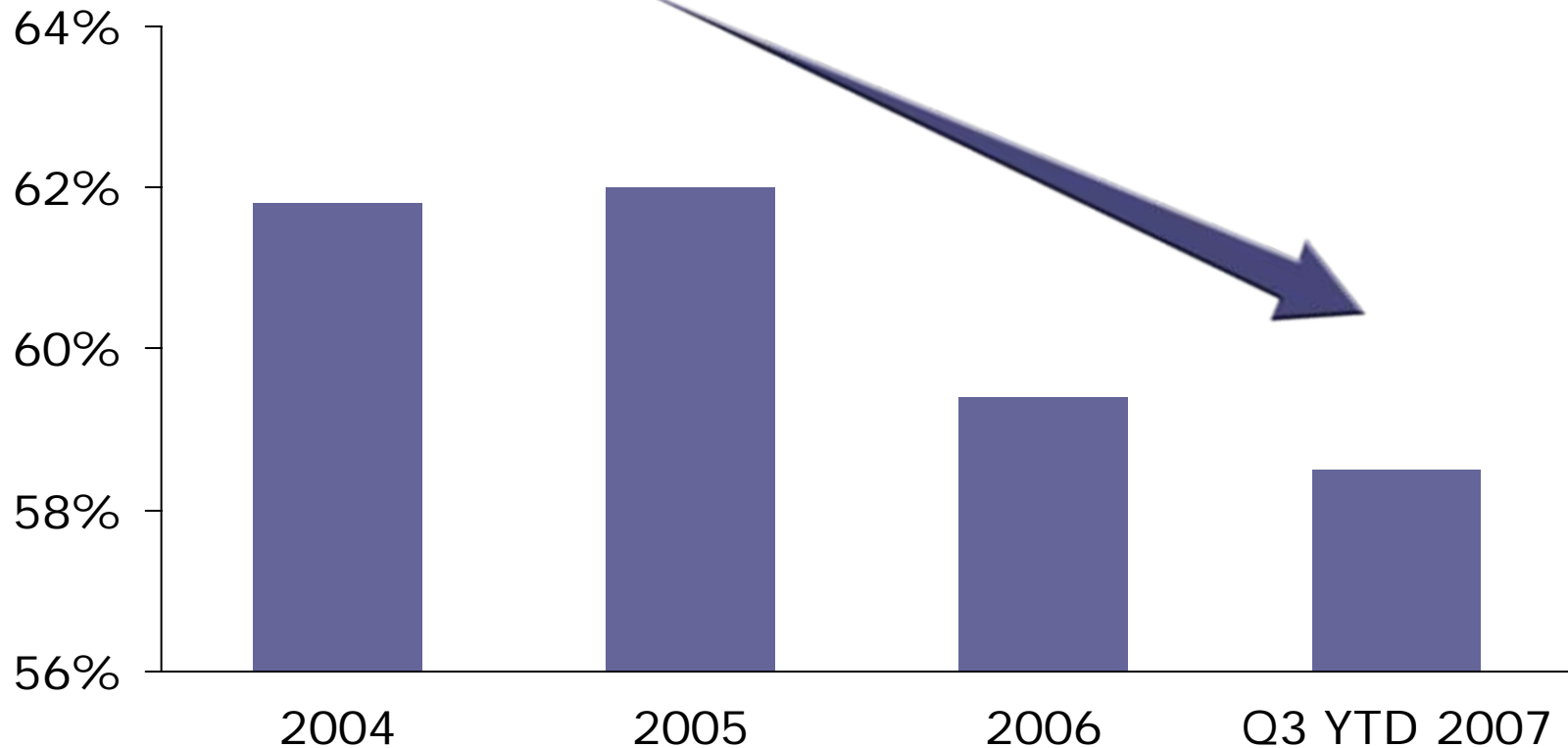
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Improving Productivity

Productivity Ratio



Positive Operating Leverage

Operating Leverage



Excluding Mexico VAT recovery in 2006

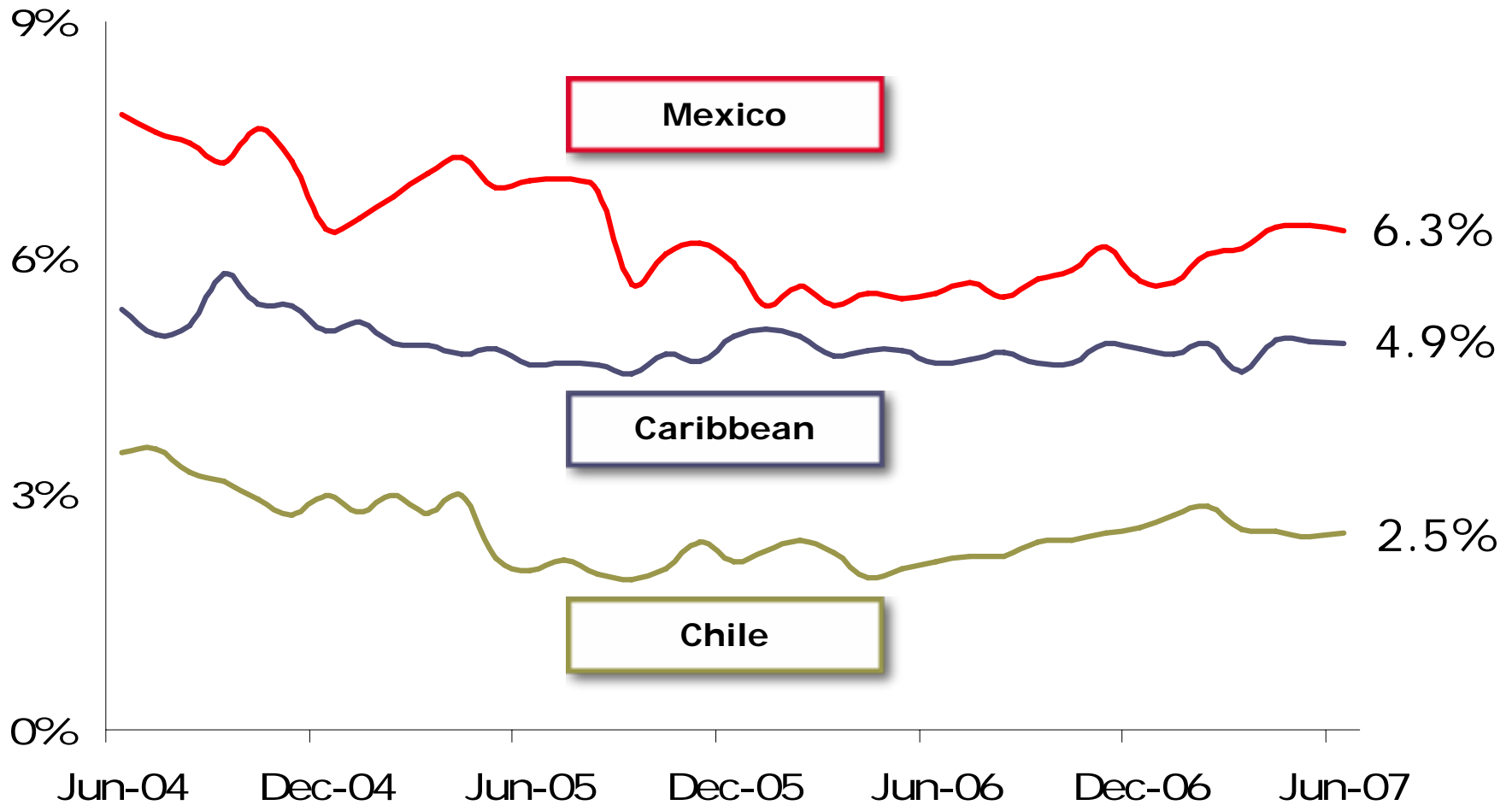
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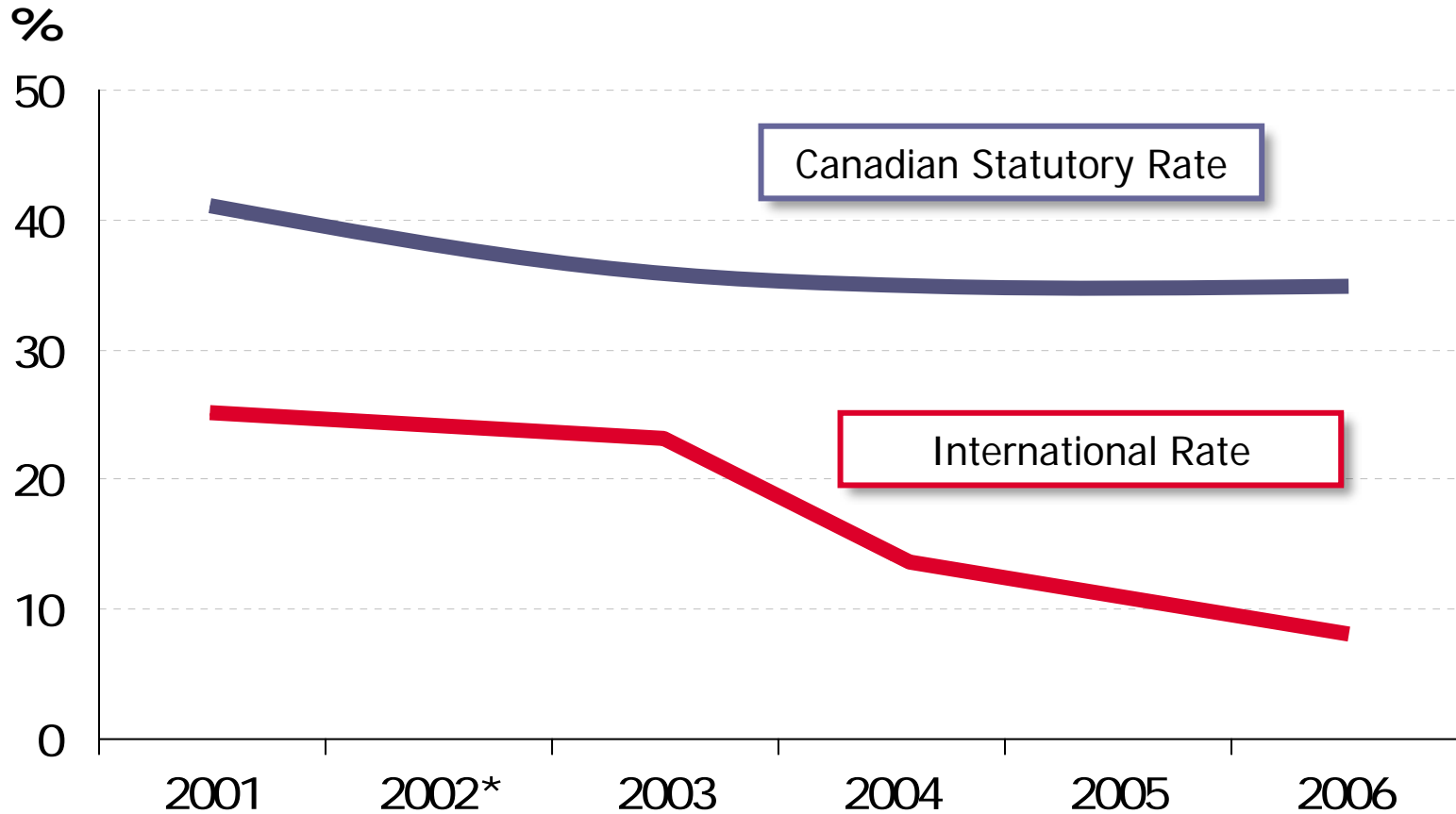


Stable Delinquencies

Retail Loan Delinquencies



Low Effective Income Tax Rate



*excluding Argentina

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Formula for Sustained Growth

Diversified Organic Growth

+

Accretive Acquisitions

+

Strong Cost Control

+

Strong Risk Control

=

A Solid Base for Growth



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