Scotiabank

Investor Presentation
Third Quarter, 2009

August 28, 2009

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 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; 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 2008 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.

Overview

Rick Waugh
President & Chief Executive Officer

Strong Third Quarter

- **Financial Performance:**
  - EPS (diluted): $0.87, up 7% Q/Q
  - Record revenues, up 11% Y/Y
  - ROE: 18.0%
- **Business line contribution:**
  - Record Quarters – Canadian Banking & Scotia Capital
- **Credit Risk:**
  - Provisions in line with expectations and moderating
- **Capital:**
  - Tier 1: 10.4%
  - TCE: 8%

Outlook
Positioned to Meet 2009 Targets

- Economies improving in most markets
- Targets are achievable:

Objective	Target	YTD – Q3 2009
ROE	16% to 20%	17.5%
EPS Growth	7% to 12% $3.26 to $3.42	$2.48
Productivity Ratio	< 58%	53.5%
Capital Ratios	Strong Capital Ratios	Tier 1: 10.4% TCE: 8%

Performance Review

Luc Vanneste

Executive Vice-President &
Chief Financial Officer

Scotiabank

Strong Quarter

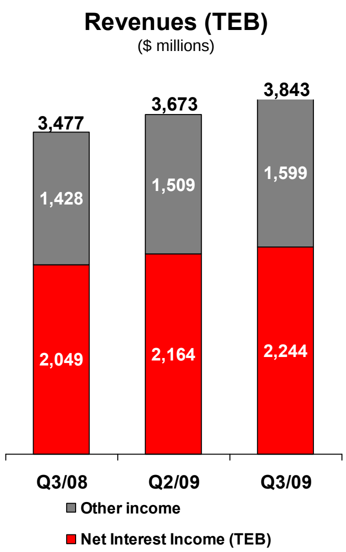
	Q3/09 Reported	Qtr/Qtr	Yr/Yr
Net income ($MM)	$931	+7%	(8)%
EPS	$0.87	+7%	(11)%
ROE	18.0%	40 bps	(300) bps
Productivity ratio	51.0%	(40) bps	(330) bps

Quarter over quarter

+ Strong capital markets related revenues, driven by record trading revenues
+ Increased margin
+ Higher wealth management revenues
- Negative impact of forex
- Higher provisions for credit losses
- Lower securitization revenues

Scotiabank

Record Revenues



Q3/09 vs. Q2/09 revenues: up 5%

- **net interest income up 4%**
  + higher margin, longer quarter
  - negative impact of forex & lower asset volumes
- **other income up 6%**
  + excellent trading revenues, higher mutual fund fees
  + increase in fair value of financial instruments (FI)
  - lower securitization revenues vs. high level in Q2
  - negative impact of forex

Q3/09 vs. Q3/08 revenues: up 11%

- **net interest income up 10%**
  + broad-based asset growth, positive impact of forex
  + increase in fair value of FI
  - lower margin
- **other income up 12%**
  + significantly higher trading revenues
  + increased credit fees, investment banking revenues & securitization revenues
  + positive impact of forex, increase in fair value of FI
  - losses on investment securities vs. gains in Q3/08

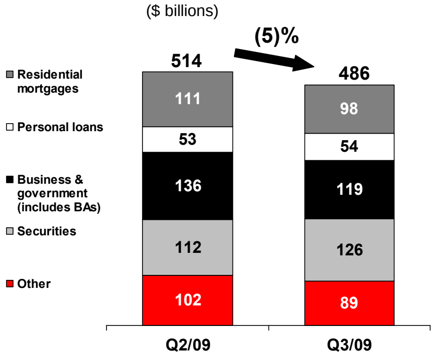
Scotiabank

Asset Balances Impacted by Forex & Securitizations

Balances as at July 31, 2009, $ billions

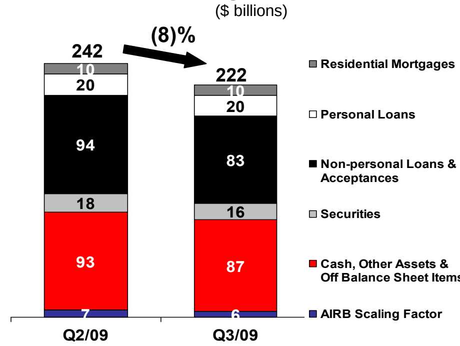
Total Assets

($ billions)



Risk Weighted Assets

($ billions)



Forex Impact: $(17)B

Mortgages: $(13)B & Securities: +$14B

- mortgages converted to MBS

Business & Gov't Loans: $(17)B

- paydown of corporate loans & forex

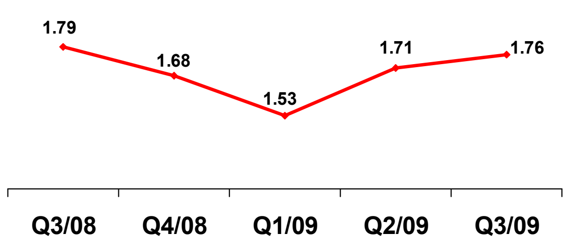
RWA declined $20B Q/Q:

- impact of forex: $(13)B
- underlying reduction in:
  - business volumes: $(10)B
  - portfolio migration: +$3B

Scotiabank

Higher Net Interest Margin

(%)

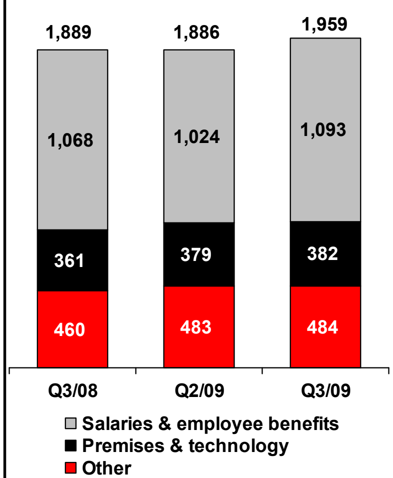


All-Bank: +5 bps qtr/qtr

+ Asset re-pricing
+ Higher loan origination fees
+ Lower non-earning assets

Disciplined Expense Management

Non-interest expenses
($ millions)



Q3/09 vs. Q2/09 expenses: up 4%

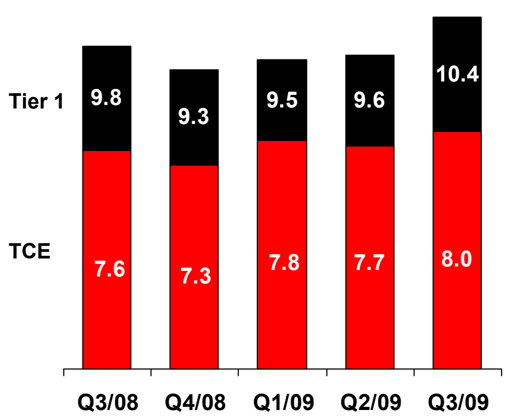
- underlying expenses remain very well controlled
- \- higher performance based compensation
- \- increased stock based compensation
- \+ positive impact of forex

Q3/09 vs. Q3/08 expenses: up 4%

- expenses down 1% excluding acquisitions & forex
- \- growth initiatives
- \+ lower advertising & professional fees

Higher Capital Ratios

Capital ratios (%)



Q/Q

+ internal capital generation: $0.4B
+ new capital issuance: $0.8B (1)
+ underlying RWA decline: $7.0B

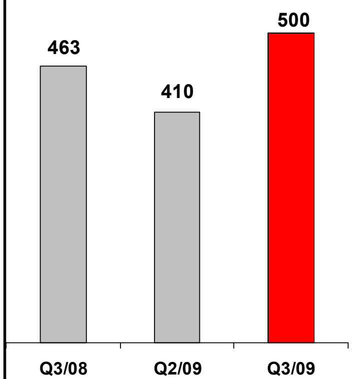
Y/Y

+ internal capital generation: $0.8B
+ new capital issuances: $1.8B
+ common share issuance: $1.0B (1)

(1) Includes DRIP

Canadian Banking
Record Quarter

Net Income
($ millions)

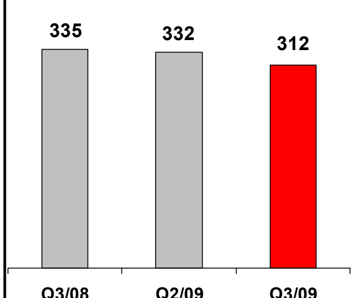


<u>Q3/09 vs. Q2/09 net income: up 22%</u>
+ revenues up 8%
+ higher margin, 3 extra days
+ increased wealth management revenues, benefitting from stronger market conditions & market share gains
+ PCLs down $19MM due to lower commercial provisions & $10MM sectoral in Q2
- **expenses up 4%**
- increased commissions & stock based compensation
- 3 extra days

<u>Q3/09 vs. Q3/08 net income: up 8%</u>
+ revenues up 7%
+ strong volume growth, impact of acquisitions
- lower margin
- **PCLs up $70MM**
- **expenses up only 2%**
- acquisitions, partly offset by strong cost control

International Banking
Solid Underlying Quarter

Net Income
($ millions)

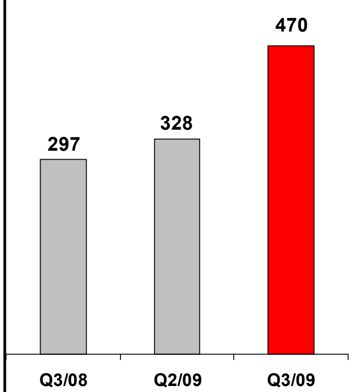


<u>Q3/09 vs. Q2/09 net income: down 6%</u>
- revenues down 3%, or up 3% ex. forex
+ FV changes in certain financial instruments
+ $36MM Q2 loss on sale of credit card portfolio
+ widening interest margins
- $79MM write-down on an equity investment
- **PCLs up $35MM** net of Q2 reversal of $29MM in Mexico
+ expenses down 2%, due to forex

<u>Q3/09 vs. Q3/08 net income: down 7%</u>
+ revenues up 3%
+ positive impact of forex & acquisitions
+ underlying loan growth and wider interest margins
- $40MM IPO gain in Mexico last year
- securities write-downs, largely offset by FV changes
- **PCLs up $123MM (incl. $44MM from acquisitions)**
- **expenses up 3%** - acquisitions & branch expansion

Scotia Capital
Record Quarter

Net Income
($ millions)



Q3/09 vs. Q2/09 net income: up 43%

+ revenues up 30%
- + record quarter in GCM
- + record quarter in GCIB
  - + higher spreads, loan origination & credit fees
  - - partly offset by decrease in average loans
- - negative impact of forex translation

+ PCLs down $53MM
- + Q2/09 $50MM sectoral

- expenses up 15%
- + higher performance based compensation

Q3/09 vs. Q3/08 net income: up 58%

+ revenues up 69%
- + very strong results in GCM
- + loan growth, with significantly wider spreads
- + higher loan origination, credit fees
- + FV changes in securities
- + positive impact of forex

- **PCLs up $102MM,** from low level in Q3/08

- **expenses up 5%**
  - + higher technology costs, legal provisions & support costs, offset by lower performance based comp.

Other Segment (1)

($MM)	Q3/08	Q2/09	Q3/09
Funding Net Interest Income	(72)	(115)	(151)
Net Securitization Revenues (2)	(12)	67	(96)
AFS Securities Write-downs (3)	(23)	(97)	(95)
General Provision	-	(27)	(100)
Expenses & Net Other Items	(13)	(35)	(41)
Taxes (Excl. TEB Offset)	35	9	132
Total Other	**(85)**	**(198)**	**(351)**

(1) includes Group Treasury and other corporate items, which are not allocated to a business line
(2) represents the impact to the Bank of CMB securitization revenues recognized in other income, and the reduction in mortgage net interest income earned by the Bank as a result of removing the mortgages from the Balance Sheet
(3) represents the portion of the Bank's AFS securities write-downs which were reported in the Other segment

Scotiabank

Risk Review

Brian Porter

Group Head, Risk & Treasury

Scotiabank

Q3/09 Risk Overview

- **Portfolios performing within expectations**
  - Specific provisions for credit losses: $466MM vs. $402MM in Q2/09
- **Solid coverage ratios**
  - Added $100MM to general allowance – now at $1.45 billion
  - Total allowance to gross impaired loans ratio of 75%
- **Market risk well controlled**

Moderate Increase in Specific Provisions Quarter-over-Quarter

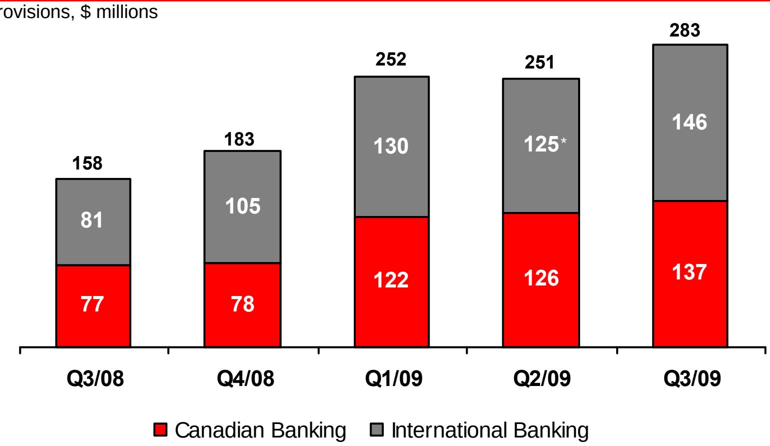
$ millions

	Q3/08	Q4/08	Q1/09	Q2/09	Q3/09
Specific					
Canadian	99	107	155	178	170
International	56	90	116	115*	179
Scotia Capital	4	10	10	109	117
Total	159	207	281	402	466
Sectoral					
Canadian	-	-	-	10	(1)
Scotia Capital	-	-	-	50	(11)
	-	-	-	60	(12)
General	-	-	-	27	100
	159	**207**	**281**	**489**	**554**

* net of $29MM provision reversal in Mexico

Retail: Underlying Provisions Stable Quarter-over-Quarter

specific provisions, $ millions

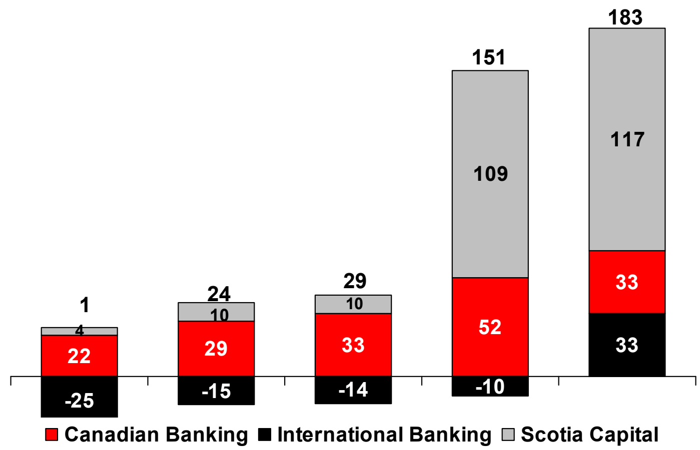


PCL ratio (bps)	40	44	61	63	70

* net of $29MM provision reversal in Mexico

Commercial/Corporate: Higher Provisions in International

specific provisions, $ millions



	Q3/08	Q4/08	Q1/09	Q2/09	Q3/09
PCL ratio (bps)	-	8	9	47	61

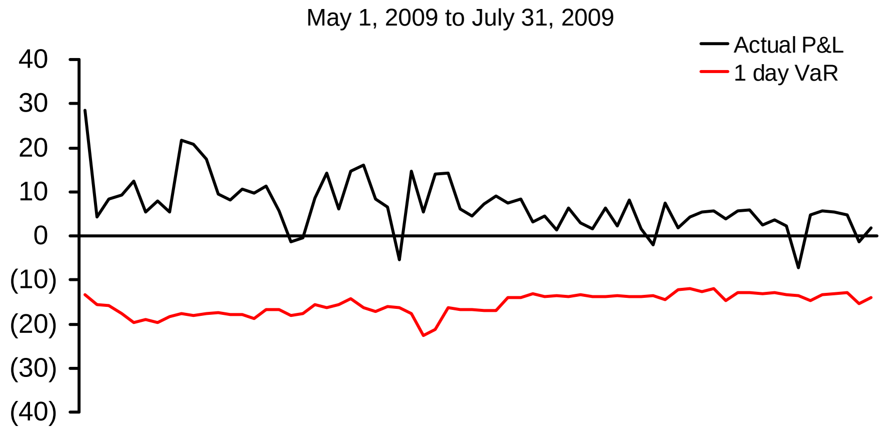
Solid Coverage Ratios

Earnings Coverage of PCL* (YTD)	3.7x
Specific Allowance (Q3/09) as a % of gross impaired loans	37%
Total Allowances (Q3/09) as a % of:	
- gross impaired loans	75%
- total loans & acceptances	1.1%

* pre-tax, pre-provision income to total PCL

Trading Results Within One-Day VaR

($ millions)



- Average one-day VaR: $15.5MM in Q3/09 vs. $16.0MM in Q2/09

Risk Outlook

- **Signs of Canadian & U.S. portfolios stabilizing**
- **Continuing pressure in some International portfolios**
- **Overall pace of credit migration moderating**
- **Provisions in line with expectations**

Scotiabank

Business Line Outlook

Chris Hodgson
Group Head, Canadian Banking

Rob Pitfield
Group Head, International Banking

Stephen McDonald
Group Head, Global Corporate & Investment Banking,
& Co-CEO Scotia Capital

Scotiabank

Canadian Banking Update

- **Focused revenue growth**
  - – Growing wealth management platform, maximizing cross-sell
    - > Scotia Funds: Led industry in net sales during July
  - – Expanding insurance offerings – home, auto & life
  - – Introducing innovative deposit products
- **Loan loss provisions stabilizing**
  - – Stabilizing delinquencies in retail and commercial
- **Optimizing cost base**
  - – Improving branch efficiency to maximize employee's sales time
- **Leadership**
  - – New EVP, Personal and Commercial Banking

International Banking Update

- **Driving revenue in core businesses**
  - Upgrading delivery channels
  - Improving effectiveness of sales teams
  - Expanding wealth, insurance
- **Maintaining credit risk discipline**
- **Disciplined expense management**
- **Leadership**
  - New EVP, Sales & Service, Products & Marketing
  - New EVP, Latin America

Scotia Capital Update

- **Strong, broad-based revenues**
  - Benefit of diversification
  - Taking advantage of current market opportunities
  - Re-pricing continues
  - Strategic revenue enhancement initiatives
- **Prudently managing credit and market risks**
  - Provisions well within expectations and risk appetite
  - Reducing risk in trading activities
- **Leadership**
  - New EVP & Chief Administration Officer

Scotiabank

Appendices

Scotiabank

Impact of Forex

Impact ($ millions)	Q3/09 vs. Q2/09	Q3/09 vs. Q3/08
Net Interest Income (TEB)	(83)	50
Other Income	(39)	27
Non-interest expenses	34	(8)
Net income	**(63)**	**55**
EPS (diluted)	**(6) cents**	**5 cents**

Average Rates

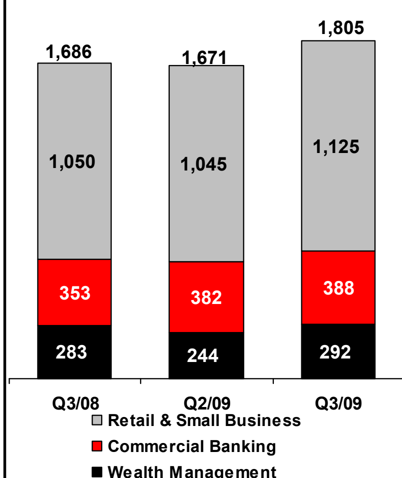
	Q3/09	Q2/09	Q3/08
$US/$CAD	0.88	0.80	0.99
Mexican peso/$CAD	11.53	11.51	10.16
Peruvian new sol/$CAD	2.66	2.54	2.85
Chilean peso/$CAD	472.99	482.06	494.33

Canadian Banking
Record Quarter

($MM)	Q3/09	Q2/09	Change Q/Q	Comments on Q/Q Movements
NII	1,212	1,147	+65	▪ higher margin, benefitting from re-pricing ▪ 3 extra days
Other Income	593	524	+69	▪ higher wealth management revenues ▪ increase in equity accounted earnings from DundeeWealth (DW) & CI
Expenses	933	899	(34)	▪ underlying expenses remain well controlled ▪ higher commissions, 3 extra days
PCL	169	188	+19	▪ lower commercial PCLs, $10MM auto sectoral in Q2 ▪ higher retail PCLs driven by credit cards
Net Income	500	410	+90	▪ record quarter ▪ prudent risk and expense management, higher wealth management earnings

Canadian Banking
Higher Margin, Wealth Management Revenues

Revenues (TEB)
($ millions)



Q3/09 vs. Q2/09 revenues: up 8%
+ higher margin, 3 extra days
+ increased wealth management revenues, including higher equity accounted earnings from DW & CI

Q3/09 vs. Q3/08 revenues: up 7%

Retail & Small Business
+ asset & deposit growth
+ higher margin

Commercial Banking
+ increased margin due partly to re-pricing
+ higher credit fees

Wealth Management
+ higher CI contribution & Scotia iTRADE acquisition
- lower full service brokerage & mutual fund revenues due to market conditions

Canadian Banking
Volume Growth

Average Balances ($BN)	Q3/09	Q2/09	Q3/08	Y/Y	Q/Q
Residential Mortgages*	119.9	118.0	112.3	6.7%	1.6%
Personal Loans	35.8	34.2	29.6	21.0%	4.6%
Credit Cards**	9.2	9.1	8.8	4.5%	0.7%
Non-Personal Loans & Acceptances	25.0	25.7	25.9	(3.6)%	(2.8)%
Personal Deposits	93.8	92.3	85.2	10.1%	1.6%
Non-Personal Deposits	52.5	48.9	43.3	21.5%	7.4%
Wealth Mgmt. AUA	126.8	116.2	130.3	(2.7)%	9.1%

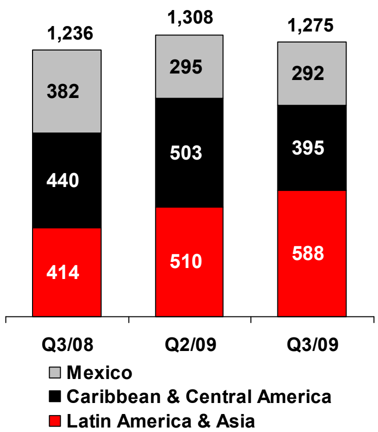
* before securitization
** Includes ScotiaLine VISA

International Banking
Solid Underlying Quarter

	Q3/09	Q2/09	Change Q/Q	Comments on Q/Q Movements
NII	979	959	20	▪ improved margins ▪ decrease in average assets, mainly forex impact
Other Income	296	349	(53)	▪ $(79)MM write-down on an equity investment ▪ lower treasury & transaction driven revenues ▪ positive FV changes in certain financial instruments ▪ $36MM Q2/09 loss on sale of a portion of Mexico's performing credit card portfolio
Expenses	718	729	(11)	▪ down 2% due to forex
PCL	179	115	64	▪ Q2/09 benefited from reversal of a $29MM retail provision no longer required in Mexico ▪ some commercial PCLs (vs Q2/09 net recoveries)
Net Income	312	332	(20)	▪ up 1% excluding forex ▪ continued focus on expense & risk management

International Banking
Stable Underlying Revenues

Revenues (TEB)
($ millions)



Q3/09 vs. Q2/09 revenues: down 3%

- up 3% excluding forex
- **Mexico**
  - + Q2 loss on sale of portion of credit card portfolio
  - - lower margin
- **Caribbean & Central America**
  - - $79MM write-down of an equity investment
- **Latin America & Asia**
  - + FV changes in certain financial instruments

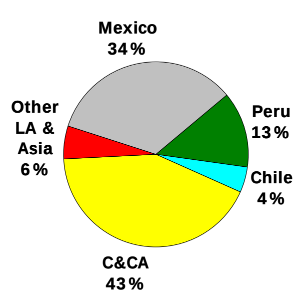
Q3/09 vs. Q3/08 revenues: up 3%

- **Mexico**
  - - negative forex impact
  - - Q2/08 gain on Mexico Stock Exchange IPO
  - - higher funding costs and negative FI impact
  - + higher loan volumes & spreads, and FX revenues
- **Caribbean & Central America**
  - - $79MM write-down of an equity investment
  - - spread compression with lower interest rates
  - + solid retail loan growth
  - + positive impact of forex
- **Latin America & Asia**
  - + positive impact of forex
  - + acquisition in Peru & investment in Thailand
  - + FV changes in certain financial instruments

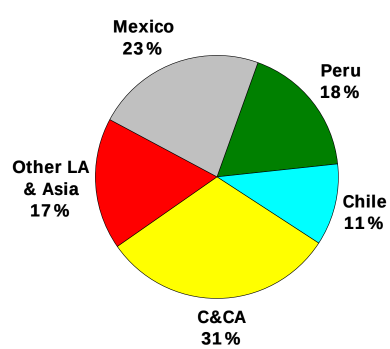
International
Increased Diversification

Q3/07 Revenue: $953MM

Q3/09 Revenue: $1,275MM



+34%



Economic Outlook in Key Markets

Real GDP ***(annual % change)***

	2000-07 Avg.	2008	2009f	2010f
Mexico	2.9	1.3	(6.8)	3.4
Peru	5.1	9.8	2.3	4.2
Chile	4.4	3.2	(1.5)	3.0
Jamaica	1.5	(0.6)	(4.0)	1.0
Trinidad & Tobago	8.2	3.5	(0.5)	3.0
Costa Rica	4.7	2.9	(1.5)	1.8
DR	5.4	4.8	0.5	2.0
Thailand	4.9	2.9	(3.0)	3.5

	2000-07 Avg.	2008	2009f	2010f
Canada	2.9	0.4	(2.2)	2.6
U.S.	2.6	0.4	(2.5)	3.0

Source: BNS Economics, as of August 26th, 2009

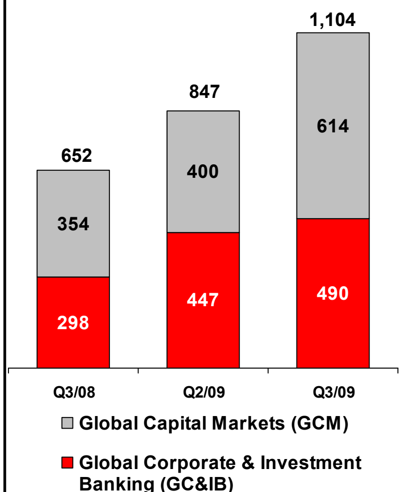
Scotia Capital
Record Quarter

($MM)	Q3/09	Q2/09	Change Q/Q	Comments on Q/Q Movements
NII	423	345	+78	▪ higher capital markets interest ▪ wider lending spreads & higher loan origination fees, largely offset by decrease in average loans
Other Income	681	502	+179	▪ stronger capital markets revenues ▪ higher investment banking revenues and credit fees
Expenses	266	231	-35	▪ higher performance based compensation, in line with results ▪ higher technology costs and legal provisions
PCL	106	159	+53	▪ Q3/09 reflects $117MM specifics less $11MM reclassified from auto sectoral provision ▪ a few accounts in the U.S. & Canada ▪Q2/09 included $50MM auto sectoral provision
Net Income	470	328	+142	▪ record quarter ▪ strong & diversified revenues, with good expense control and lower PCLs

Scotiabank

Scotia Capital
Record Revenues

Revenues (TEB)
($ millions)



Q3/09 vs. Q2/09 revenues: up 30%

Global Capital Markets
+ broad based strength, particularly higher derivatives revenues

Global Corporate & Investment Banking
+ higher spreads, loan origination & credit fees, partly offset by lower average loan volumes

Q3/09 vs. Q3/08 revenues: up 69%

Global Capital Markets
+ record revenues in derivatives
+ strong results in fixed income, foreign exchange, equity trading, underwriting and precious metals

Global Corporate & Investment Banking
+ higher loan volumes, interest margins, loan origination fees, and credit fees
+ FV changes in securities

Scotiabank

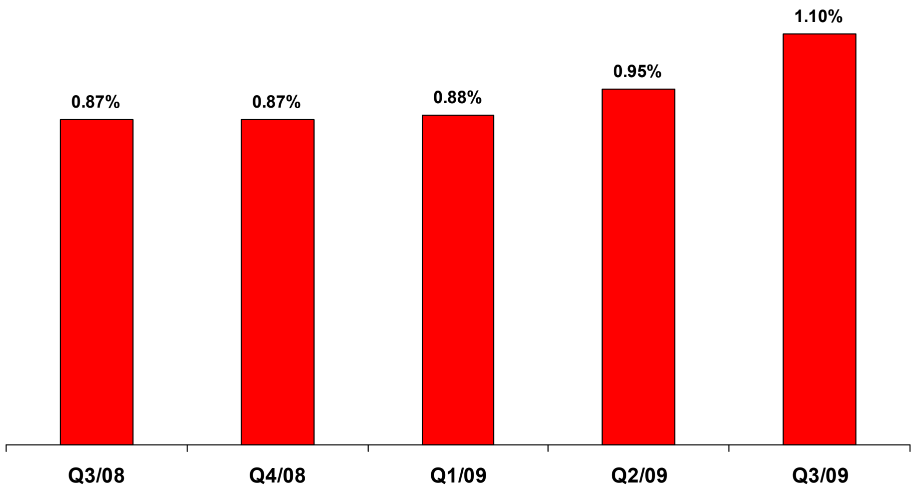
Trend in PCL Ratios

PCL as % average of loans & BAs	Q3/08	Q4/08	Q1/09	Q2/09	Q3/09
Canadian Banking					
Retail	0.20	0.20	0.30	0.32	0.33
Commercial	0.34	0.42	0.50	0.83	0.52
Total	**0.22**	**0.23**	**0.33**	**0.39**	**0.36**
International Banking					
Retail	1.64	2.01	2.32	2.24	2.67
Commercial	-0.28	-0.15	-0.12	-0.09	0.32
Total	**0.40**	**0.59**	**0.69**	**0.70**	**1.14**
Scotia Capital (lending book only)	**0.04**	**0.10**	**0.07**	**0.87**	**1.10** *
All Bank	**0.23**	**0.29**	**0.37**	**0.56**	**0.66**

* average loans & BAs in Scotia Capital's lending book decreased $9B vs. Q2/09

Improving Coverage on Loan Portfolio

Total Allowance for Credit Losses as % of Loans and Acceptances



Gross Impaired Loan Formations

$ millions

	Q2/09	Q3/09
Canadian P&C		
- Retail	436	409
- Commercial	115	91
	551	500
International P&C		
- Retail	266	276
- Commercial	97	278
	363	554
Scotia Capital		
- Canada	167	75
- U.S. & Europe	149	130
	316	205
Total	**1,230**	**1,259**

Canadian Retail: formations stable in residential mortgages, lower in auto loans

Canadian Commercial: classification of several small accounts

Int'l. Retail: higher formations in Mexico & Peru; lower formations in Chile

Int'l. Commercial: classification of a resort hotel in Dominican Republic and a number of accounts in various geographies

Scotia Capital: classification of a media account in Canada; parts manufacturer, two real estate accounts & two other accounts in U.S.

Gross Impaired Loans

$ millions

	Q3/08	Q4/08	Q1/09	Q2/09	Q3/09
Canadian P&C					
Retail	472	523	621	747	796
Commercial	228	238	262	307	330
	700	**761**	**883**	**1,054**	**1,126**
International P&C					
Retail	688	833	997	1,110	1,177
Commercial	674	776	919	994	1,143
	1,362	**1,609**	**1,916**	**2,104**	**2,320**
Scotia Capital	**101**	**124**	**186**	**439**	**547**
Total	**2,163**	**2,494**	**2,985**	**3,597**	**3,993**
% loans & acceptances	**0.76**	**0.82**	**0.97**	**1.20**	**1.47**

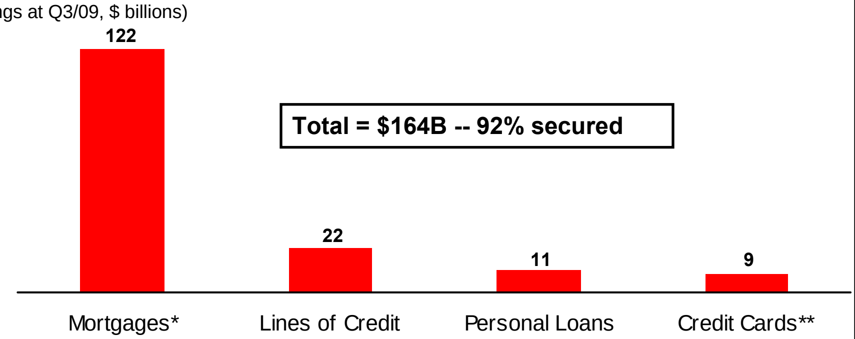
Canadian and International Retail Portfolios

- **Portfolios performing as expected**
  - Highly secured and well diversified
  - Modest increase in gross impaired loans due to:
    Canada – slight increase in revolving credit delinquency; minor decline in mortgages
    International – softness in some markets due to economic cycle
  - Coverage ratios to continue at appropriate levels
- **Actively managing risks**
  - Canada: indirect auto and unsecured revolving credit
  - International: Chile and Peru acquisitions, Mexico retail
- **Continue to mitigate risks**
  - Selective policy changes and risk-based pricing
  - Targeted payment relief for certain customers
  - Investing in collections staff and technology

Canadian Retail
Loans and Provisions

Scotiabank

(Outstandings at Q3/09, $ billions)



	Mortgages*	Lines of Credit	Personal Loans	Credit Cards**
% secured	100%	70%	95%	35%

PCL	Q2/09	Q3/09	Q2/09	Q3/09	Q2/09	Q3/09	Q2/09	Q3/09
$MM	2	1	22	23	67	68	35	45
% of avg. loans (bps)	1	1	45	41	241	237	158	194

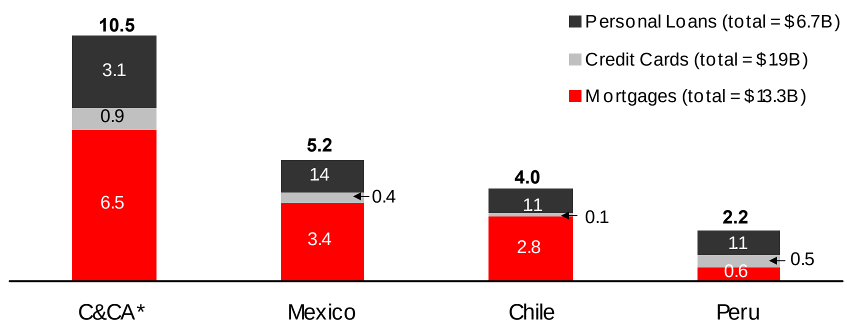
*before securitizations of $18B & mortgages converted to MBS of $20B
54% insured; LTV in mid-50s for uninsured portfolio

** includes $6 billion of Scotialine VISA

International Retail
Loans and Provisions

Scotiabank

(Outstandings at Q3/09, $ billions)



	C&CA*	Mexico	Chile	Peru
% of total	48%	24%	18%	10%

PCL	Q2/09	Q3/09	Q2/09	Q3/09	Q2/09	Q3/09	Q2/09	Q3/09
$MM	33	36	38	46	15	15	39	49
% of avg. loans (bps)	120	130	302	349	154	149	654	833

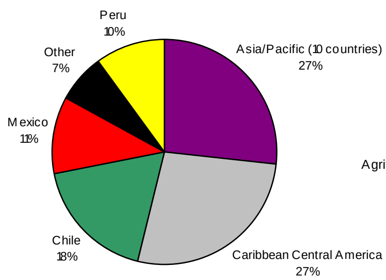
Total Portfolio = $22B -- 78% secured

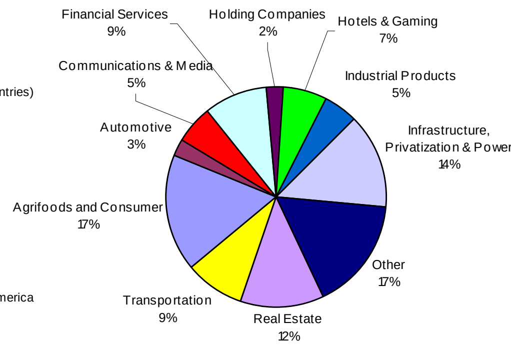
* Caribbean and Central America

International Commercial Portfolio

loans & acceptances

Q3/09 = $34 billion





- **Well secured**
- **Portfolios in Asia/Pacific and Peru are performing well**
- **Closely monitoring portfolios in Mexico and Caribbean & Central America**
  - **Hotel exposures**
  - **Impact of U.S. slowdown in Mexico**

Quarterly Decline in Wholesale Auto Portfolio

$ billions	Canada	U.S.	Other	Total Q3/09	Total Q2/09
Wholesale[(1)]					
OEM[(2)]	0.1	0.1	-	0.2	0.2
Finance & Leasing	0.7	0.2	0.1	1.0	1.1
Parts Manufacturers	0.2	0.3	0.1	0.6	0.8
Dealers/Floorplan	2.5	-	-	2.5	2.9
	3.5	**0.6**	**0.2**	**4.3**	**5.0**

- **GM & Chrysler only 8% of dealer exposure**
- **Portfolio regularly stress tested**
- **C$12 million utilized in Q3/09 out of C$60 million sectoral provision established in Q2/09**
- **Year-to-date loss ratio: 47 bps**

(1) loans and acceptances (2) Original Equipment Manufacturers

Small U.S. Real Estate Exposure

$ billions	Canada	U.S.	Total[1] Q3/09	Total[1] Q2/09
Residential	3.1	0.3	3.4	3.8
Commercial & Industrial	0.9	-	0.9	1.0
Office	0.5	0.1	0.6	0.7
Retail	1.0	0.3	1.3	1.2
REITs	0.4	1.1	1.5	1.8
	5.9	**1.8**	**7.7**	**8.5**

- **Cdn. Residential: Single Family (55%), Condominium (21%), Income Producing (24%)**
- **Development deals with experienced, long-term clients**
- **REITs are primarily liquidity facilities to investment grade borrowers**
- **Year-to-date loss ratio: 44bps – relates primarily to US condo construction**

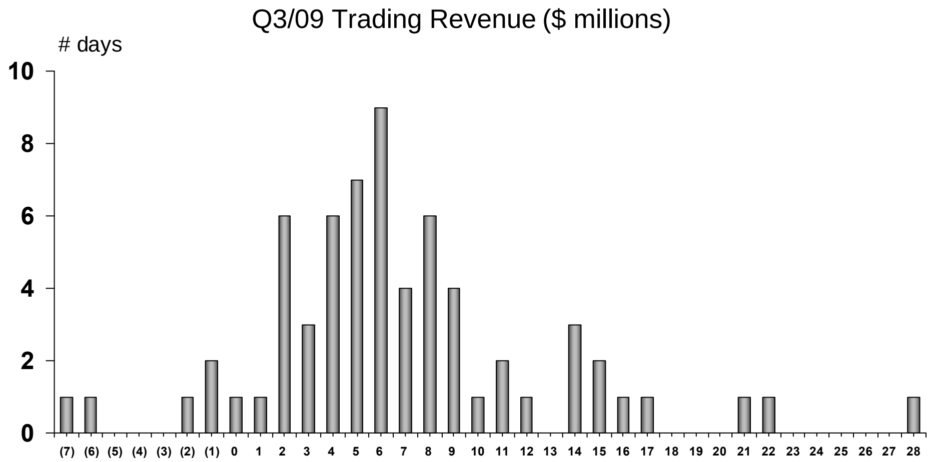
(1) loans and acceptances

Bank-Sponsored Multi-Seller Conduits

(Q3/09, $ billions)	Canadian Conduits	U.S. Conduit
Funded assets	2.0 (Q2/09: 2.5)	4.7 (Q2/09: 5.6)
Weighted-average: rating (equivalent) life (years)	AA- or higher 1.0	74% A or higher 1.4

- **Volume down 11% vs. last quarter**
- **Assets mostly receivables**
  - auto loans/leases: 40%, trade: 22%, equipment loans: 13%, diversified ABS: 11%
- **No direct CDO or CLO exposure**

Trading Revenue



- 91% days had positive results in Q3/09 vs. 86% in Q2/09

Unrealized Securities Gains*

($ millions)	Q2/09	Q3/09
Emerging Market Debt	375	456
Fixed Income	(1,555)	(386)
Equities	(328)	(25)
	(1,508)	**45**

Improvement in value of fixed income investments primarily due to narrowing of credit spreads

Increase in equities due to rising market values and write-downs taken

*before related derivative and other hedge amounts