



**Investor Presentation
October 31, 2000**

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Overview of 2000 Results

Peter Godsoe
Chairman & C.E.O.

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2000 Performance Highlights

2000

- Record results
 - Net income: \$1,926 million, +24% year over year
 - ROE 17.6% vs. 15.3%
- Top-line revenue growth: +13%
- Improved productivity: 56.5% vs. 59.3%
- Specific credit losses of \$765 million vs. \$485 million
- Higher capital and reserves

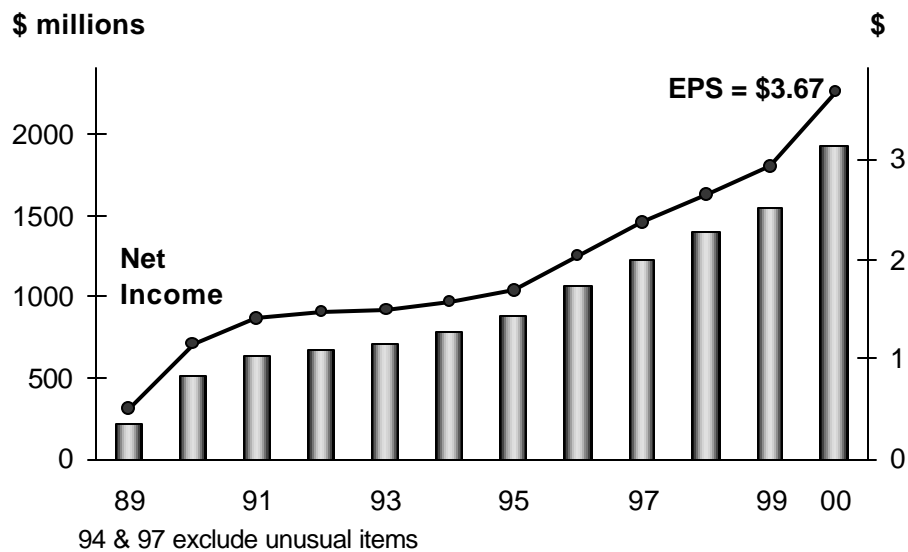
Q4/00

- EPS 95 cents vs. 76 cents Q4/99
- ROE 17.0% vs. 15.3% Q4/99

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11 Years of Earnings Growth





Ahead of Performance Targets

	<u>2000</u>		<u>Target</u>
ROE	17.6%	vs.	16-18%
EPS Growth	25%	vs.	12-15%
Productivity	56.5%	vs.	<60%
Tier 1	8.6%	vs.	7.5%+

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Performance Review

Sabi Marwah
Executive Vice-President &
Chief Financial Officer

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Strong Top-Line Revenue Growth

\$ millions

Q4/00	Q4/99	change		2000	1999	change
1,444	1,226	18%	Net interest income (TEB)	5,393	4,835	12%
865	840	3%	Other income	3,665	3,183	15%
2,309	2,066	12%	Total revenues	9,058	8,018	13%

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Higher Margins

	Q4/00	Increase	
		vs. Q4/99	vs. Q3/00
Net interest margin	2.32%	17 bps	(5) bps
Increase due to:			
Improved spreads in Canada		+4	-
Securities income		-	(5)
International		+3	-
Wider spreads in U.S.		+3	-
Other		+7	-

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Broad-Based Growth in Other Income*

Increase (Decrease)			Increase (Decrease)	
<u>vs. Q4/99</u>			<u>vs. 1999</u>	
<u>\$MM</u>	<u>%</u>		<u>\$MM</u>	<u>%</u>
26	41%	Retail Brokerage Fees	116	42%
5	17	Mutual Funds	16	14
10	6	Credit Fees	89	16
16	9	Investment Banking	50	7
24	8	Other	114	9
81	11%		385	14%
(56)		Gain on Investment Securities	15	

* excludes gain on sale of stock transfer business and investment in Solidbank (Q3)

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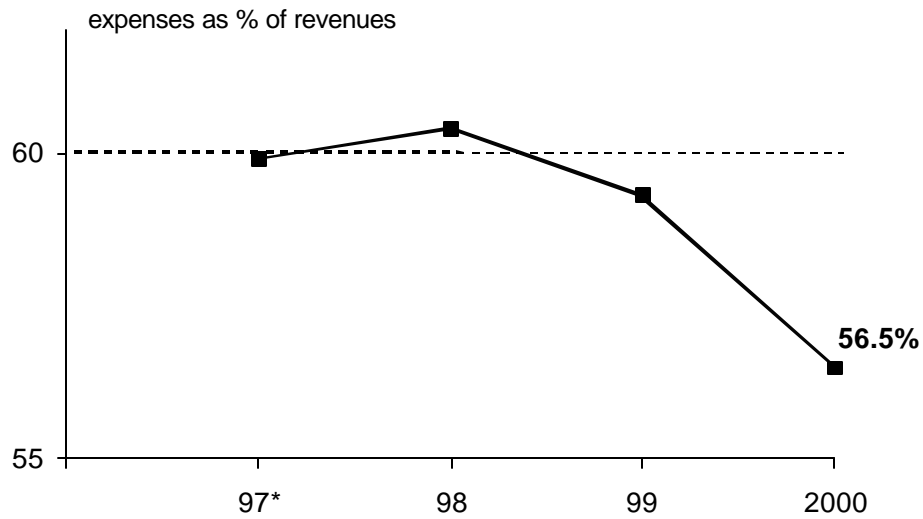
Relentless Focus on Expense Control

	<u>2000 vs. 1999</u>
Increase in expenses	8%
less:	
- performance-related	5
- Chile	2
Base expenses	1%

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Continued Productivity Leadership

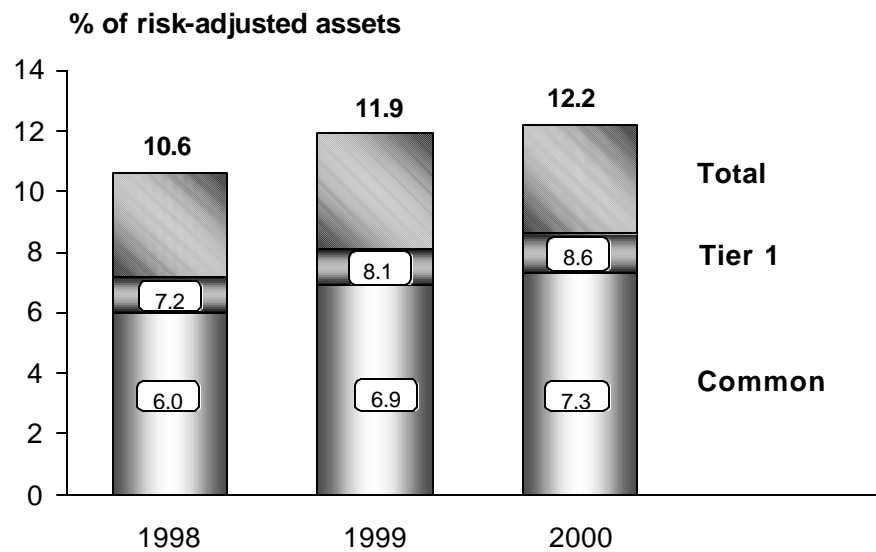


* 1997 excludes unusual items

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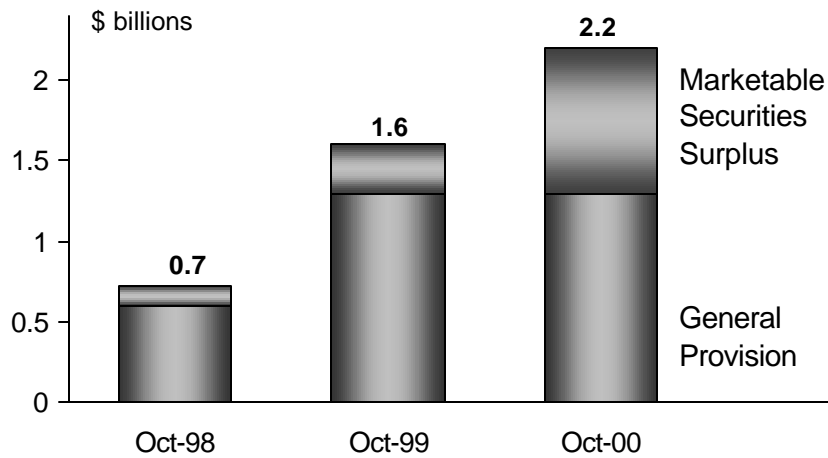
Strong Capital Ratios



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Higher Reserves Substantial Unrealized Gains



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Business Line Earnings Summary

\$ millions

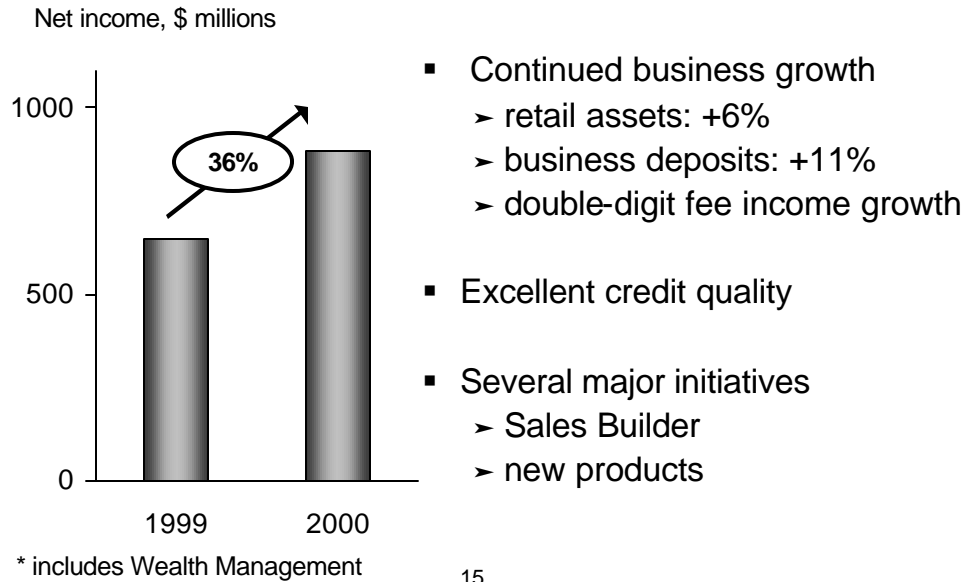
<u>Q4/00</u>	<u>Q4/99</u>	<u>change</u>		<u>2000</u>	<u>1999</u>	<u>change</u>
256	167	53%	Domestic	882	649	36%
89	83	7%	International	364	296	23%
114	158	(28)%	Scotia Capital	650	745	(13)%
38	(6)		Other	30	(139)*	
497	402	24%	Total	1,926	1,551	24%

* Primarily due to addition to general provision (\$150 million pre-tax)

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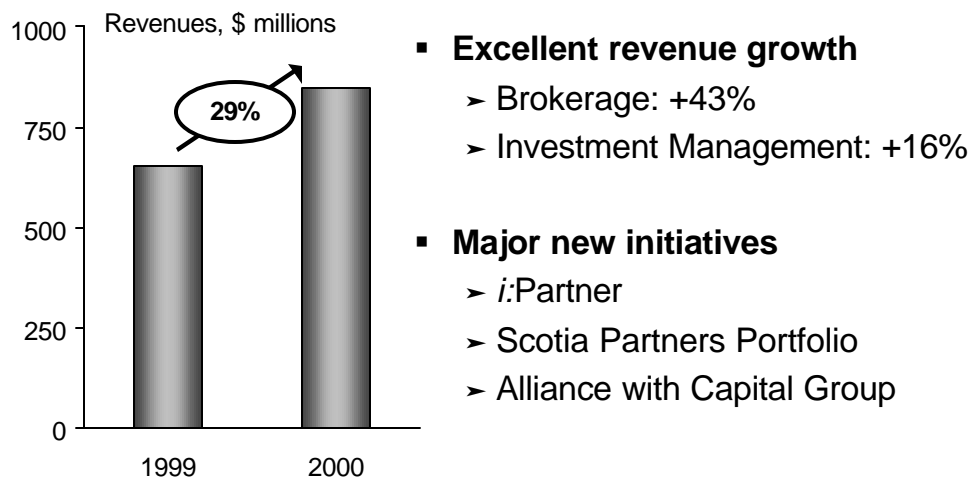
Domestic* - Strong Earnings Growth



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Record Wealth Management Revenues

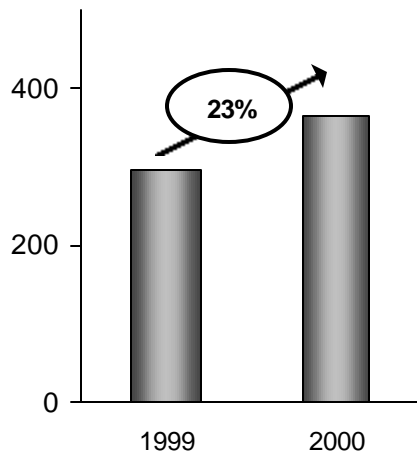


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Rising International Earnings

Net income, \$ millions



- **Caribbean**
 - good revenue growth
 - very high ROE
- **Latin America & Asia**
 - earnings up 76%*

* excludes Solidbank

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International Developments



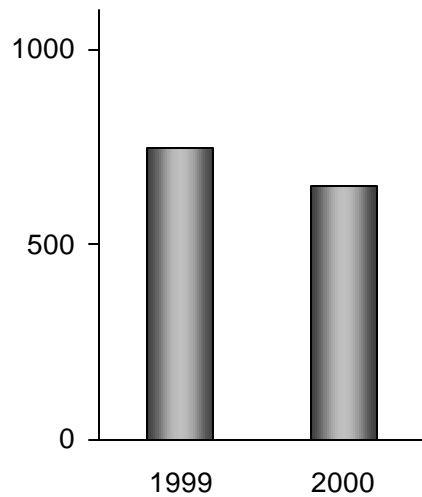
- **Mexico**
 - Inverlat closed November 30
- **Chile**
 - BSA ownership increased to 98% from 61%
- **Branch rationalizations:**
 - Greece, Sri Lanka, Bangladesh

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Scotia Capital

Net income, \$ millions



- Strong revenue growth:
 - credit fees: +21%
 - record trading income: +20%
- Higher credit losses
- Successful integration
- Several innovative deals

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Risk Review

John Crean
Senior Executive Vice-President
Global Risk Management

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Risk Management Overview

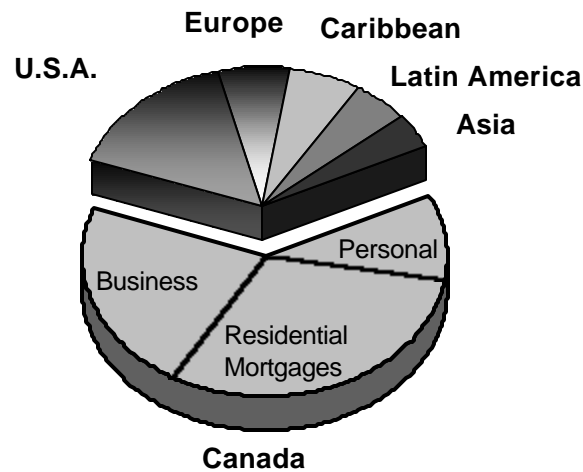
- Domestic**
 - Both retail & commercial in excellent shape
- International**
 - Caribbean in good condition
 - Asia: improving
 - Latin America: acquisitions now stabilized
- Scotia Capital**
 - Corporate portfolio well diversified
 - Some softening in credit conditions
 - Widening spreads in the market
- Market Risk**
 - Very low trading risk

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Well Diversified by Market

% of total loans & acceptances

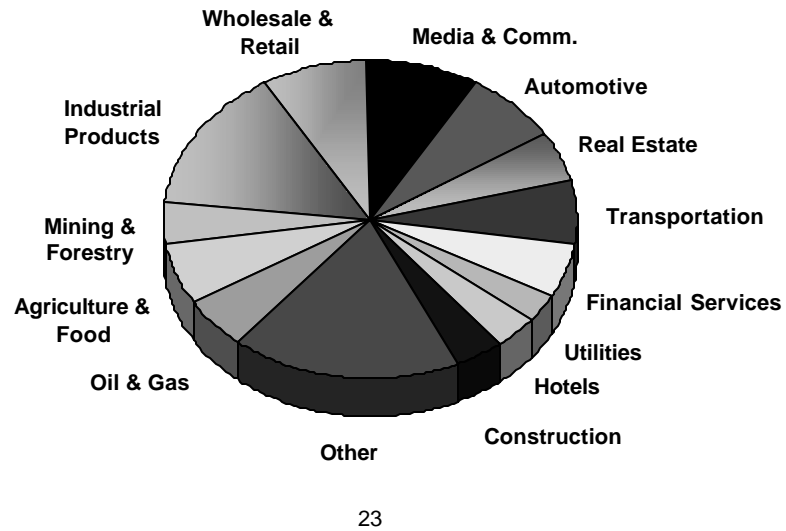


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Well Diversified by Business Segment

% of total loans & acceptances



Gross Impaired Loans

\$ millions

Q4/00 vs. Q3/00

2000 vs. 1999

(25)

Domestic

- Retail

(62)

(18)

- Commercial

(53)

(43)

(115)

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International

187*

(67)

Scotia Capital

- Canada

(16)

195

- U.S.A./Europe

208

128

192

91

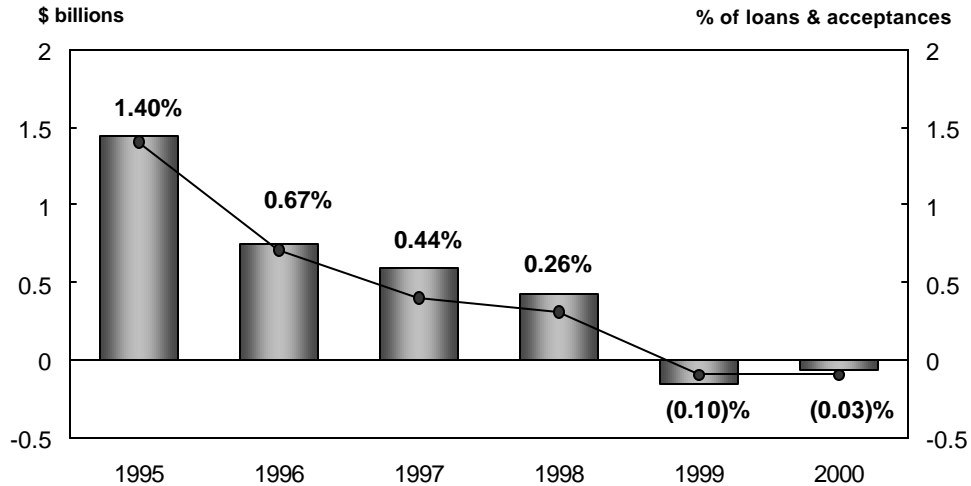
Total Change

264

* excludes BSA, Chile acquisition (\$97MM)



Negative Net Impaired Loans



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U.S.A. Sector Review

Telecoms

- Negligible impaired loans (<\$5MM)

Health Care

- Problems loans classified early

Theatre operators

- Modest exposure (US\$ 250MM)
- Primarily senior debt

Dot.com sector

- Negligible exposure

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Telecom & Cable Exposure

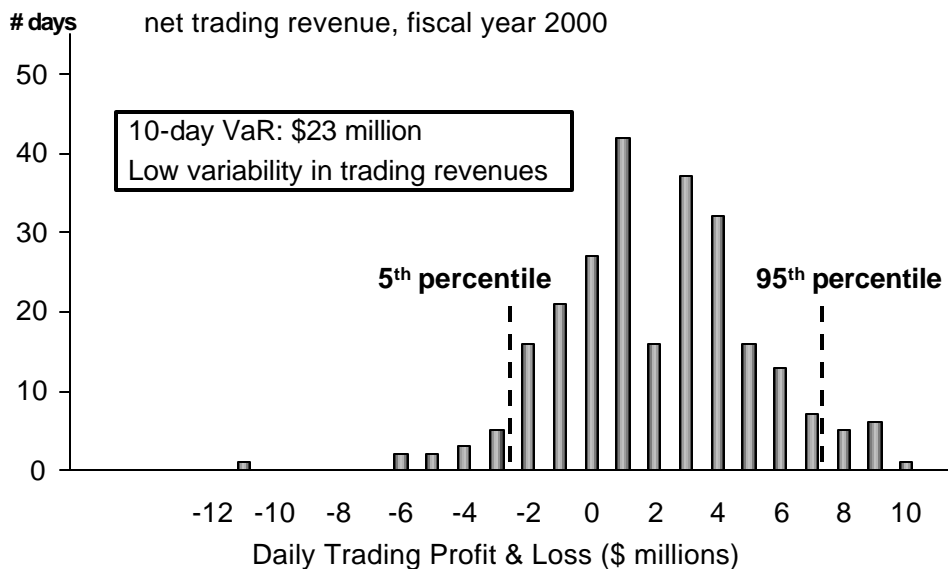
\$ millions, October 31, 2000

Sector	Investment Grade	Non-Investment Grade	Total
Cable Operators	764	784	1,548
Regulated Telephone	718		718
Unregulated telephone/wireless	920	1,103	2,023
Other communications	-	199	199
Total	2,402	2,086	4,488
Telecom & cable high yield trading portfolio			28
Net Impaired Loans			<5

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Low Trading Risk





Focus on 2001

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Chairman & C.E.O.

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2001: Build on Strengths

- Achieve targets:
 - earnings growth 12-15%
 - ROE 16-18%
- Higher contribution from all businesses
- Maintain productivity leadership (target <60%)
- Continued strong capital & reserves

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