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 in any applicable Canadian and Mexican securities legislation. These statements include comments with respect to objectives, strategies to achieve those objectives, expected financial results (including those in the area of risk management) for Grupo Financiero Scotiabank Inverlat, S.A. de C.V. and its subsidiaries (collectively, “Scotiabank Mexico”), and the outlook for the Scotiabank Mexico’s businesses and for the Mexican and global economies. Forward-looking statements are typically identified by words or phrases such as “believe”, “expect”, “anticipate”, “intend”, “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 and Scotiabank Mexico caution 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 Mexico and globally; fluctuations in interest rates and currency values; liquidity; the effect of changes in monetary policy; legislative and regulatory developments in Mexico and elsewhere; the accuracy and completeness of information Scotiabank Mexico receives on customers and counterparties; the timely development and introduction of new products and services in receptive markets; Scotiabank Mexico’s ability to expand existing distribution channels and to develop and realize revenues from new distribution channels; Scotiabank Mexico’s ability to complete and integrate acquisitions and its other growth strategies; changes in accounting policies and methods Scotiabank Mexico 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; Mexican and global capital markets activity; Scotiabank Mexico’s ability to attract and retain key executives; reliance on third parties to provide components of Scotiabank Mexico’s business infrastructure; unexpected changes in consumer spending and saving habits; technological developments; consolidation in the Mexican 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; 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 Scotiabank Mexico’s anticipation of and success in managing the risks implied by the foregoing. A substantial amount of Scotiabank Mexico’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 Scotiabank Mexico’s financial results, businesses, financial condition or liquidity. These and other factors may cause Scotiabank Mexico’s actual performance to differ materially from that contemplated by forward-looking statements.

Scotiabank Mexico 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 Scotiabank Mexico, investors and others should carefully consider the foregoing factors, other uncertainties and potential events. Neither the Bank nor Scotiabank Mexico 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 or Scotiabank Mexico.
Agenda

- Market overview & position
- Core strengths
- Strong performance
- Four strategic initiatives

Mexico – Excellent Opportunities

<table>
<thead>
<tr>
<th>Demographics</th>
<th>Canada</th>
<th>Mexico</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total population (million)</td>
<td>32</td>
<td>105</td>
</tr>
<tr>
<td>Population under 25 years (%)</td>
<td>31</td>
<td>53</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Economics</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>GDP (2005 – US$B)</td>
<td>$1,130</td>
<td>$737</td>
</tr>
<tr>
<td>Estimated GDP (2006 – real growth)</td>
<td>2.8%</td>
<td>3.4%</td>
</tr>
<tr>
<td>Exchange rate (01/06 – C$ &amp; MXP vs. US$)</td>
<td>1.15</td>
<td>10.5</td>
</tr>
</tbody>
</table>

Banking Penetration

- Chequing accts/100 households (Sept.05) 90+ 36
Market Position - Opportunity to Grow Market Share
(As at Dec. 31, 2005)

<table>
<thead>
<tr>
<th>Market Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Market Share</td>
</tr>
<tr>
<td>Deposits</td>
</tr>
<tr>
<td>Loans*</td>
</tr>
<tr>
<td>Return on Equity</td>
</tr>
<tr>
<td>Capital Ratio</td>
</tr>
</tbody>
</table>

* Performing Loans, excludes Loans to IPAB (banks only)

Agenda

• Market overview & position
  • Core strengths
  • Strong performance
  • Four strategic initiatives
Core Strength - Strong, Established Franchise

- 1MM+ customers
  - concentrated in higher value segments
- Named Mexican Bank of the Year
- Recognized as one of the top 50 employers in Mexico

Growing Distribution Network

- Branches in the top 100 markets

- 6 regions
- 438 branches
- 7,000 employees
- 1,000+ ATMs
- Call Centres in Mexico City & Monterrey
- Telephone & Internet Banking
Core Strengths - Strong Local Leadership & Central Support

• Seasoned local team leveraging Scotiabank expertise
  – Sales & service
  – Shared services
  – Credit risk management
  – Auto finance
  – Marketing / brand management

Agenda

• Market overview
• Core strengths
  ▪ Strong performance
• Four strategic initiatives
Strong Loan Growth...

(Dec 31st, in MXP Billion)

Performing Loans

CAGR=28%

Mexican GAAP. Consolidated, annual average - Excludes loans to IPAB

...In All Categories

(Dec 31st, in MXP Billion)

Consumer

CAGR=80%

Credit Cards

CAGR=39%

Mortgages

CAGR=25%

Commercial, Corporate & Government

CAGR=24%

Mexican GAAP. Consolidated, annual average
...More Low Cost Deposits

Demand & Term Deposits

CAGR=14%

Mexican GAAP. Consolidated, annual average

2001 2002 2003 2004 2005
45 54 60 68 76

...Higher Revenues

Total Revenues

CAGR=10%

Mexican GAAP. Inflation adjusted (Constant Ps as at December 2005)
...Improved Productivity

Productivity Ratio

Expenses + PTU/Total Revenues

<table>
<thead>
<tr>
<th>Year</th>
<th>Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2001</td>
<td>76%</td>
</tr>
<tr>
<td>2002</td>
<td>76%</td>
</tr>
<tr>
<td>2003</td>
<td>72%</td>
</tr>
<tr>
<td>2004</td>
<td>64%</td>
</tr>
<tr>
<td>2005</td>
<td>58%</td>
</tr>
</tbody>
</table>

(As at Dec 31st)

Mexican GAAP. Excludes inflation accounting adjustments.

...and Improved Risk Control

Percentage Non-Performing / Total Loans

<table>
<thead>
<tr>
<th>Year</th>
<th>Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2001</td>
<td>9.6%</td>
</tr>
<tr>
<td>2002</td>
<td>5.7%</td>
</tr>
<tr>
<td>2003</td>
<td>4.8%</td>
</tr>
<tr>
<td>2004</td>
<td>2.5%</td>
</tr>
<tr>
<td>2005</td>
<td>1.9%</td>
</tr>
</tbody>
</table>

(As at Dec 31st)

Mexican GAAP. Outstanding Balances
...Resulting in higher $$ Profits and ROE

(Dec 31st, in MXP Billion)

<table>
<thead>
<tr>
<th>Year</th>
<th>Net Profit (MXP Billion)</th>
<th>ROE (Dec 31st, in MXP Billion)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2001</td>
<td>0.9</td>
<td>16%</td>
</tr>
<tr>
<td>2002</td>
<td>1.3</td>
<td>21%</td>
</tr>
<tr>
<td>2003</td>
<td>2.0</td>
<td>23%</td>
</tr>
<tr>
<td>2004</td>
<td>2.4</td>
<td>23%</td>
</tr>
<tr>
<td>2005</td>
<td>3.7</td>
<td>27%</td>
</tr>
</tbody>
</table>

Mexican GAAP. Inflation adjusted. (Constant P$ as at December 2005)

Agenda

- Market overview
- Core strengths
- Strong performance
- Four strategic initiatives
Four Strategic Initiatives

Driving sustained, profitable growth

- Sales & Service
- Complementary Businesses
- Efficiency Platform
- Acquisitions

Sales & Service

<table>
<thead>
<tr>
<th>Activity</th>
<th>Best Practice</th>
<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Planning</td>
<td>10%</td>
<td>10%</td>
</tr>
<tr>
<td>Selling</td>
<td>27%</td>
<td>56%</td>
</tr>
<tr>
<td>Administration &amp; Service</td>
<td>34%</td>
<td>8%</td>
</tr>
<tr>
<td>Sales management</td>
<td>12%</td>
<td>12%</td>
</tr>
<tr>
<td>Other</td>
<td>17%</td>
<td>14%</td>
</tr>
</tbody>
</table>
Four Strategic Initiatives

Driving sustained, profitable growth

Sales & Service  Complementary Businesses  Efficiency Platform  Acquisitions

Wealth Management – Assets Under Management Growth

(Dec 31st, in MXP Billion)

Mexican GAAP. Outstanding Balances. Inflation adjusted (Constant P$ as at December 2005)

CAGR=16%

<table>
<thead>
<tr>
<th>Year</th>
<th>Assets Under Management (MXP Billion)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2001</td>
<td>72.2</td>
</tr>
<tr>
<td>2002</td>
<td>84.6</td>
</tr>
<tr>
<td>2003</td>
<td>102.4</td>
</tr>
<tr>
<td>2004</td>
<td>114.5</td>
</tr>
<tr>
<td>2005</td>
<td>129.9</td>
</tr>
</tbody>
</table>
Wealth Management

- Enhance distribution
  - Private Banking & brokerages in Bank Branches
  - 29 locations up & running …expanding to 50

- Focus on mutual funds
  - 4 new funds in 2005
  - Increase third party distribution
  - Leverage Bank Branch network

- Advisory Sales Development Platform

Wholesale & Treasury – Joining Forces with Scotia Capital

- Leverage relationship with Scotia Capital

- Industry Focus
  - Coverage of 8 broad industry groups

- Cross-sell to Mexican & multinational clients

<table>
<thead>
<tr>
<th></th>
<th>2002</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lead Arranger</td>
<td>18</td>
<td>12</td>
</tr>
<tr>
<td>Arranger</td>
<td>14</td>
<td>8</td>
</tr>
<tr>
<td>Arranger/Co-Arranger</td>
<td>18</td>
<td>10</td>
</tr>
</tbody>
</table>

| No. of deals in the Mexican market | 35 | 40 |

Source: Loan Pricing Corporation, January 2006
Wholesale & Treasury Initiatives

- Deepen securitization product offering
- Increase trading on the longer end of the yield curve
- Develop secondary market for corporate paper
- Expand foreign exchange business

Four Strategic Initiatives

Driving sustained, profitable growth

Sales & Service  Complementary Businesses  Efficiency Platform  Acquisitions
Significant Improvements in Past 5 years

- Reduced staff from 11,000+ to 7,000 (1996-2006)
- Centralized back-office functions
- Expanded alternate delivery channels
- Reduced retail credit approval time

### Productivity Ratio

<table>
<thead>
<tr>
<th>Year</th>
<th>Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2001</td>
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<td>64%</td>
</tr>
<tr>
<td>2005</td>
<td>56%</td>
</tr>
</tbody>
</table>

...and More to Come

- Leverage Scotiabank experience
  - Shared Services
  - International Banking Platform
  - Outsourcing
- Divest non-core business activities
  - Merchant POS business
- Process Re-engineering Initiatives
Four Strategic Initiatives

Driving sustained, profitable growth

- Sales & Service
- Complementary Businesses
- Efficiency Platform
- Acquisitions

Acquisitions & Start-ups
Priority Targets

- Bancassurance
- Afores
- Sofoles
- Leasing & Factoring
- Car loan and credit card portfolios
- Large customer data bases
Ahead of our 2007 targets

**Productivity Improvements**
- Improve productivity below 60%  
  - Reduced to 58%

**Credit Improvements**
- High credit standards  
  - NPL/Total loans at 1.9%

**Network Growth**
- Grow branch network by 50 to 100 branches  
  - Adding 50 branches in 2006

**Earnings Growth**
- Double earnings (in pesos)  
  - 2002 to 2005 = 172%