

**The Bank Of Nova Scotia
Selected Financial Indicators**

| | | December-13 |
|----------|---|-------------|
| 1 | Capital Adequacy | |
| 1.1 | Capital / risk-adjusted assets | 28.975% |
| 1.2 | Tier I capital / risk-weighted assets | 28.844% |
| 1.3 | Tier II capital / risk-weighted assets | 0.131% |
| 1.4 | Capital / Total assets | 15.768% |
| 2 | Lending to connected parties | |
| 2.1 | Related Party loans / total loans | 0.000% |
| 2.2 | Related party loans / capital base | 0.000% |
| 2.3 | Director exposure related party exposure | 0.000% |
| 3 | Assets composition | |
| 3.1 | Business enterprise / total loans | 24.905% |
| 3.2 | Agriculture / total loans | 1.505% |
| 3.3 | Mining and quarry / total loans | 3.291% |
| 3.4 | Manufacturing / total loans | 9.015% |
| 3.5 | Services / total loans | 11.095% |
| 3.6 | Households / total loans | 12.296% |
| 3.7 | Top 20 borrowers / total loans | 14.362% |
| 3.8 | Top 20 borrowers / capital base | 77.993% |
| 4 | Asset quality | |
| 4.1 | Non performing loans / total loans | 10.007% |
| 4.2 | Non performing loans / total assets | 6.011% |
| 4.3 | Non performing net of provisions / capital and reserves | 22.642% |
| 4.4 | Non performing loans / capital reserves | 39.113% |
| 4.5 | Provision for loan losses / non performing loans | 42.110% |
| 4.6 | Total on balance sheet assets / capital and reserves | 650.680% |
| 4.7 | Gross loans / deposits | 75.945% |
| 4.8 | Gross loans / total assets | 60.069% |
| 4.9 | Risk-weighted assets / total assets | 47.625% |
| 4.10 | Contingent liabilities / total assets | 1.318% |
| 4.11 | Large exposures / capital base | 45.993% |
| 4.12 | Reserve for loan losses/gross loans | 4.214% |
| 5 | Earnings and profitability | |
| 5.1 | Return on assets | 0.813% |
| 5.2 | Return on equity | 5.226% |
| 5.3 | Net interest income / operating income | 63.068% |
| 5.4 | Non interest income / operating income | 30.057% |
| 5.5 | Operating expenses / operating income | 23.022% |
| 5.6 | Foreign exchange gain / operating income | 13.777% |
| 5.7 | Interest expense / Interest income | 9.829% |
| 5.8 | Non-interest income / operating expenses | 130.559% |
| 5.9 | Personnel expense / operating expenses | 42.679% |
| 5.10 | Earning assets / average total assets | 77.876% |
| 5.11 | Non-interest expenses / gross income | 16.147% |
| 5.12 | Personnel expenses / non-interest expenses | 60.851% |
| 5.13 | Net operating income / average total assets | 2.000% |
| 5.14 | Operating expenses / average total assets | 0.598% |
| 5.15 | Interest rate spread (Prime lending rate - Small | 7.000% |
| 6 | Liquidity | |
| 6.1 | Interest expense / average earning assets | 0.233% |
| 6.2 | Net interest income / average earning assets | 2.142% |
| 6.3 | Liquid assets / total assets | 22.667% |
| 6.4 | Liquid assets / total demand and time liabilities | 29.225% |
| 6.5 | Deposits / total loans | 131.674% |
| 6.6 | Deposits / total loans & investment | 106.013% |
| 6.7 | Deposits / total assets | 79.095% |

Notes:

Please read the following notes as part of your review of Scotiabank Guyana Branch Financial Indicators as they will aid the interpretation of Scotiabank's performance as compared to other commercial Banks operating in Guyana.

* Scotiabank is one of North America's leading financial institutions and Canada's most international bank, operating in some 50 countries around the world.

* The operations of Scotiabank in Guyana are considered a "branch" of Scotiabank which is headquartered in Canada and which provides the Guyana operations with full financial and other related support.

* Capital for the Guyana operation is established to satisfy local regulatory requirements and all ratios are computed on levels of Capital maintained only in Guyana.

* Related Party ratios are not applicable to Scotiabank Guyana in view of the definition of Related Parties - Related Parties include directors, senior officers and shareholders with 20% or more shares who are accorded lending facilities as stipulated under Section 14 of the Financial Institution Act 1995.