

National Bank Financial Canadian Financial Services Conference



Réal Raymond, President and CEO
Montréal, March 30, 2005

opportunities



NIBIT Breakdown



TEB In millions of dollars	Q1 04	Q1 05	Change in %	Change in \$	As a % of NIBIT
NIBIT	\$301	\$369			
Quarterly gains (1)	25	37			
NIBIT *	\$276	\$332	20%	\$56	100%
PCL	-44	-17	-61%	27	48%
Operating margin	320	349	9%	29	52%
Revenues *	898	962	7%		
Expenses	578	613	6%		
Expense ratio	64,4%	63,7%			

* Adjusted for quarterly gains

(1) As referenced to in quarterly Report to Shareholders

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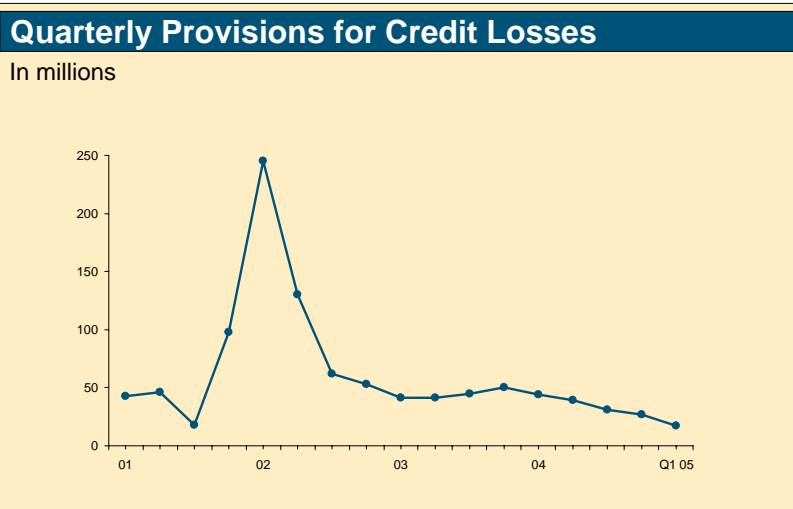




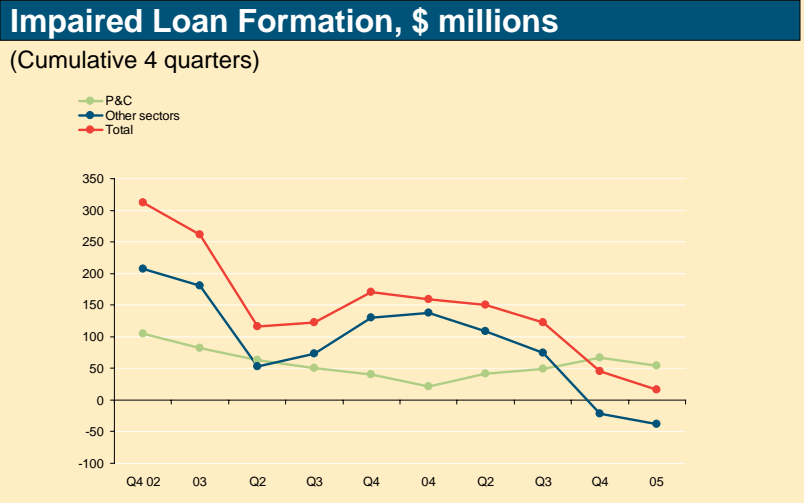
Comparative Credit Situation

As at Q1 05	NBC	Big 5 ²	Difference
PCL % loans & BAs, Q1 05 ¹	0.27%	0.26%	0.01%
PCL % loans & BAs, Q1 04 ¹	0.46%	0.45%	0.01%
Change, Q1 05 vs Q1 04	-0.19%	-0.19%	0.00%
Impaired loans, % of tangible equity	8.19%	8.87%	-0.68%
Net impaired loans, % of loans & BAs	-0.49%	-0.37%	-0.12%

(1) Trailing 4 quarters, excluding reversals of general and sectoral allowances
 (2) Big 5 includes RBC, CIBC, TD, BMO, Scotia



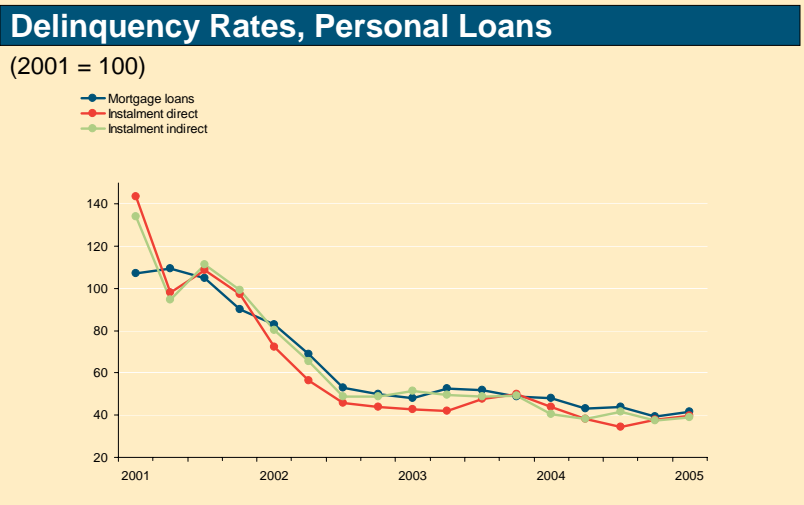
I - Improvement in Credit Quality



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I - Improvement in Credit Quality



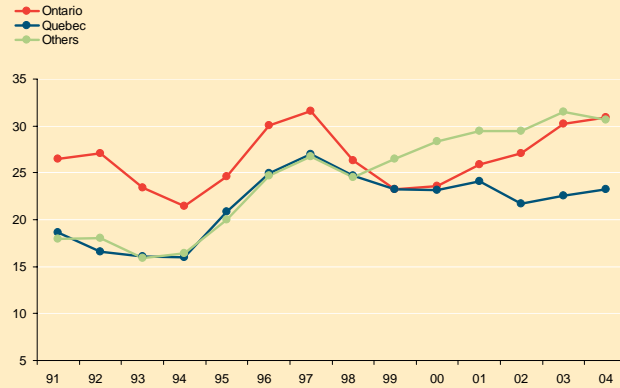
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I - Improvement in Credit Quality

Personal Bankruptcies

(In thousands)

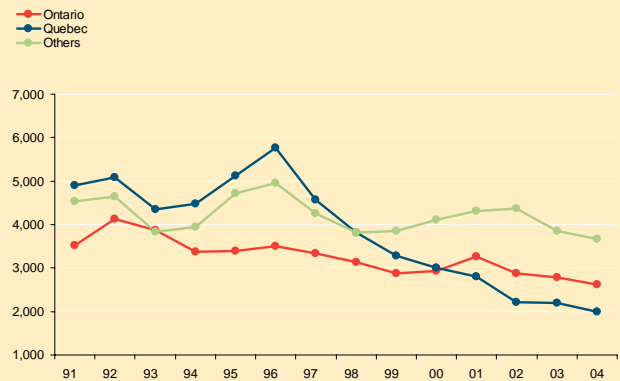


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I - Improvement in Credit Quality

Commercial Bankruptcies



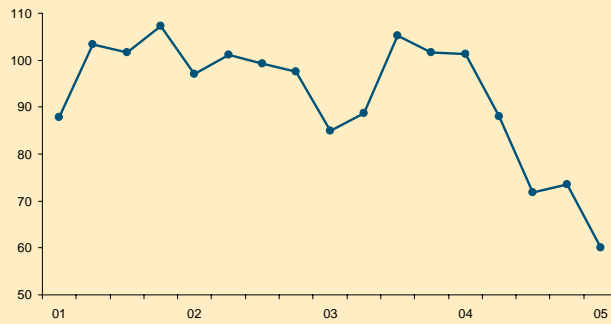
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I - Improvement in Credit Quality

Watchlist, Commercial Loans of \$1 Million & Over

(2001 = 100)



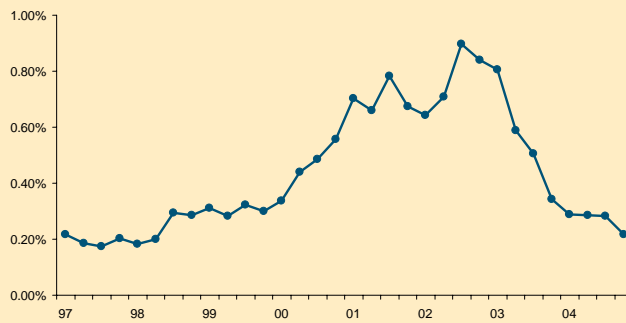
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I - Improvement in Credit Quality

EDF¹, Public Companies



(1) Using KMV methodology

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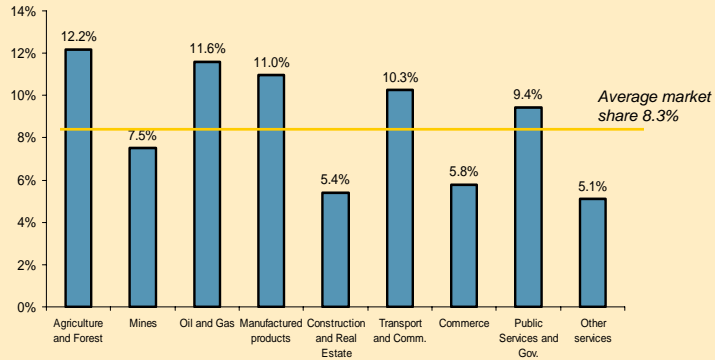
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I - Improvement in Credit Quality

Industry Market Share - Canada (1)

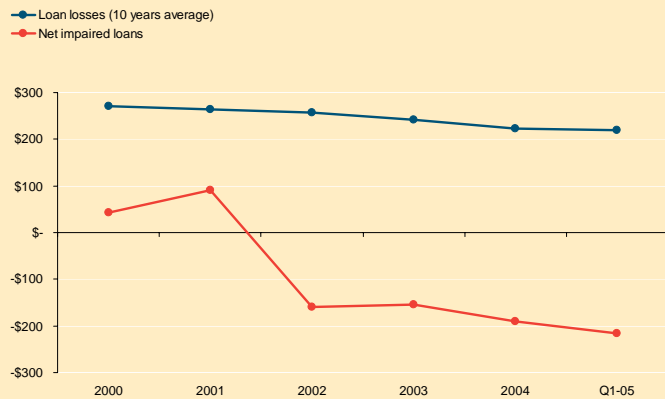
As at September 30, 2004



(1) Market share % of 8 Canadian banks

I - Improvement in Credit Quality

Loan Losses





NIBIT Growth

In millions of dollars

Q1 04	Q1 05	Change	
\$276	\$332	20.3%	Total¹
\$164	\$172	4.9%	Personal & Commercial
37	42	13.5%	Wealth Management
113	118	4.4%	Financial Markets
314	332	5.7%	Total sectors

(1) Excluding quarterly gains, Q1 04 general allowance reversal and Other sector



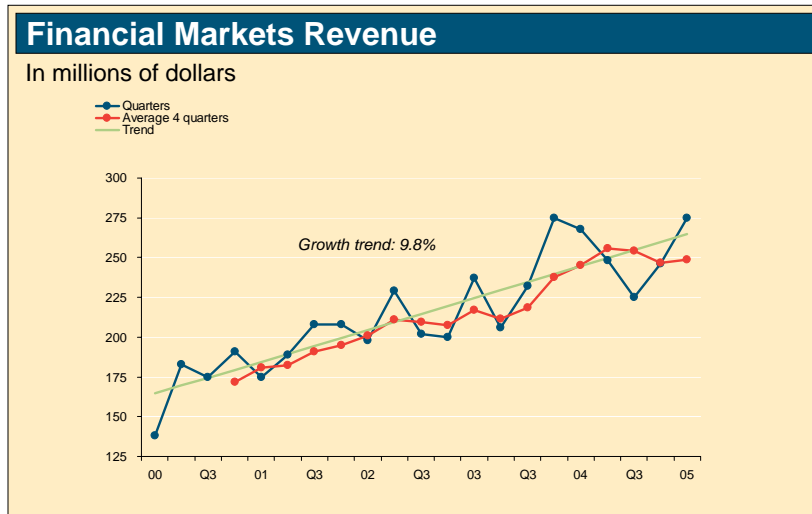
Revenue Growth

TEB
In millions of dollars

Q1 04	Q1 05	Change	
\$898	\$962	7.1%	Total¹
\$485	\$503	3.7%	Personal & Commercial
186	195	4.8%	Wealth Management
269	275	2.2%	Financial Markets
940	973	3.5%	Total sectors

(1) Excluding quarterly gains and Other segment

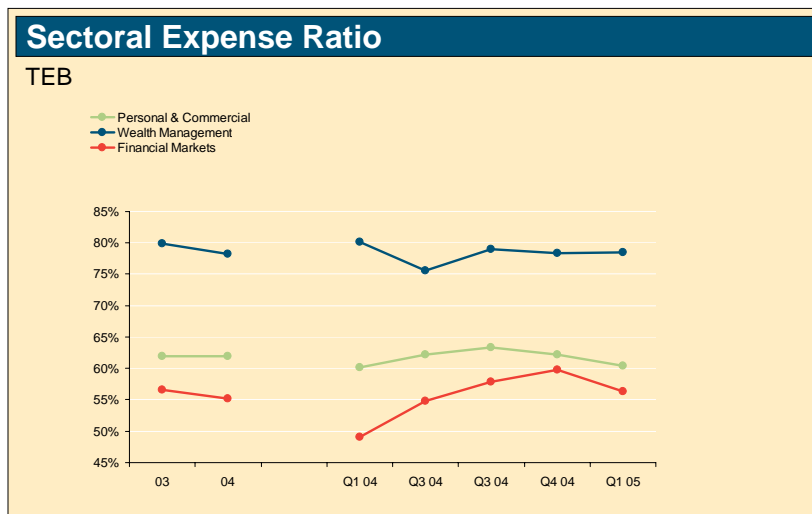
II - Other Growth Drivers



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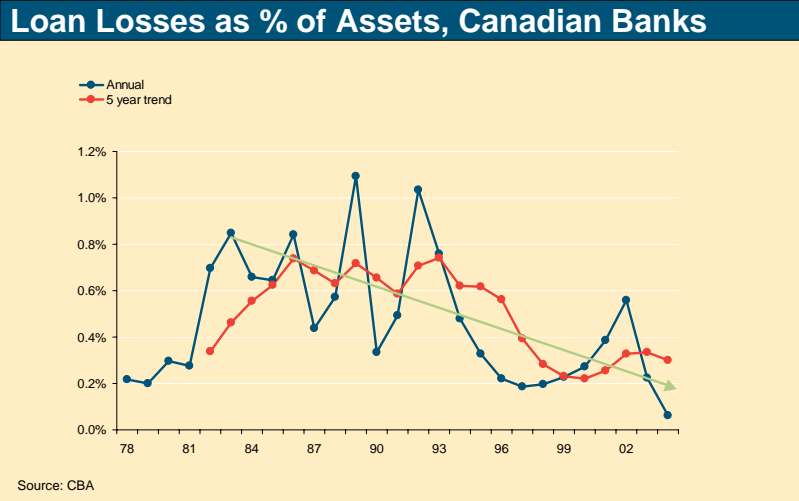
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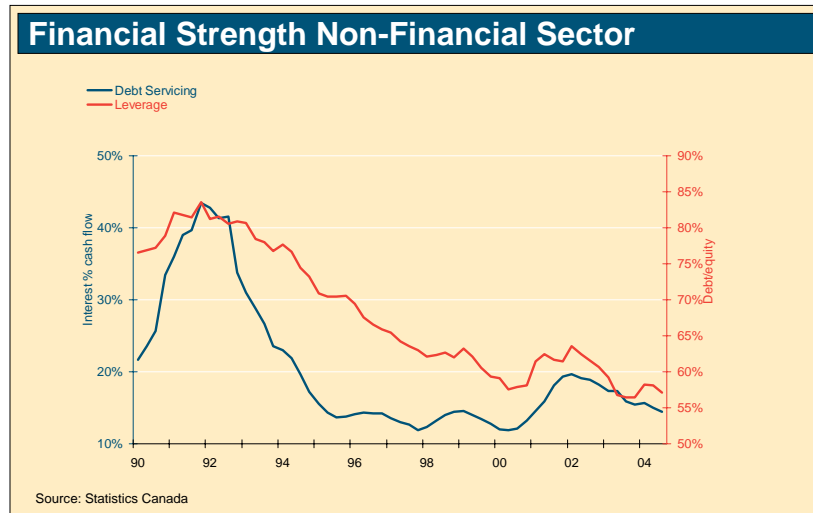
III - Looking Ahead



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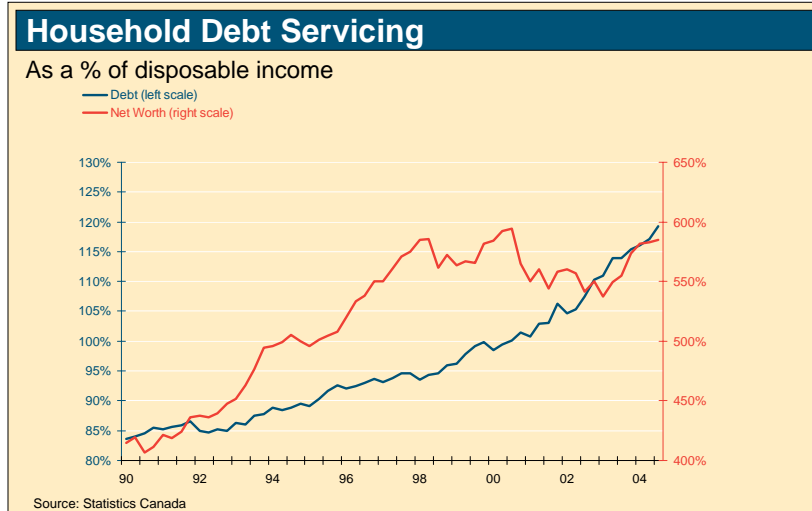
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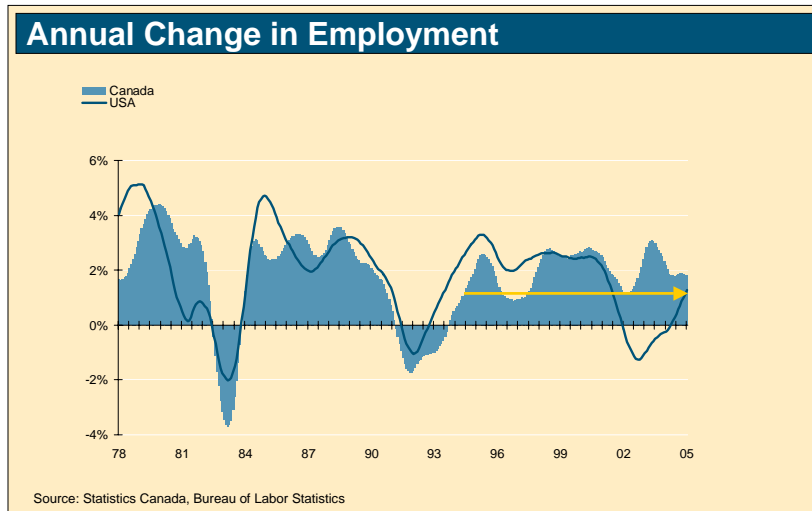
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III - Looking Ahead

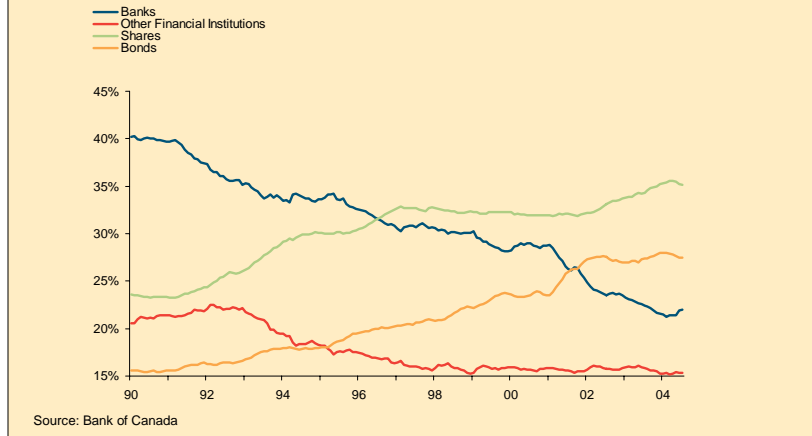


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III - Looking Ahead

External Financing Businesses



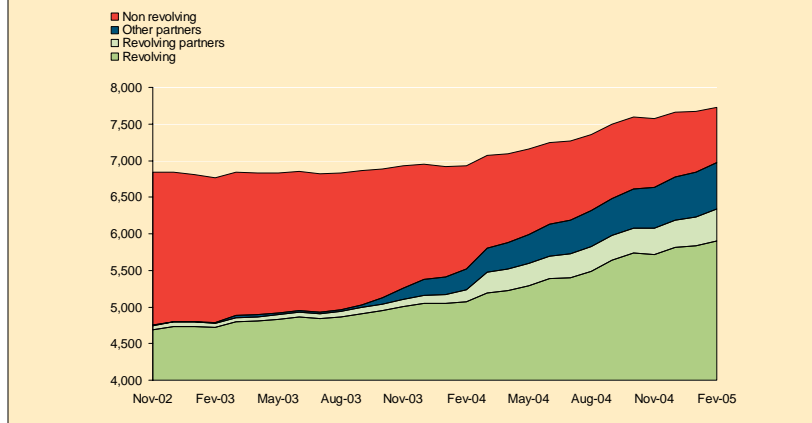
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III - Looking Ahead

Non-mortgage Personal Credit

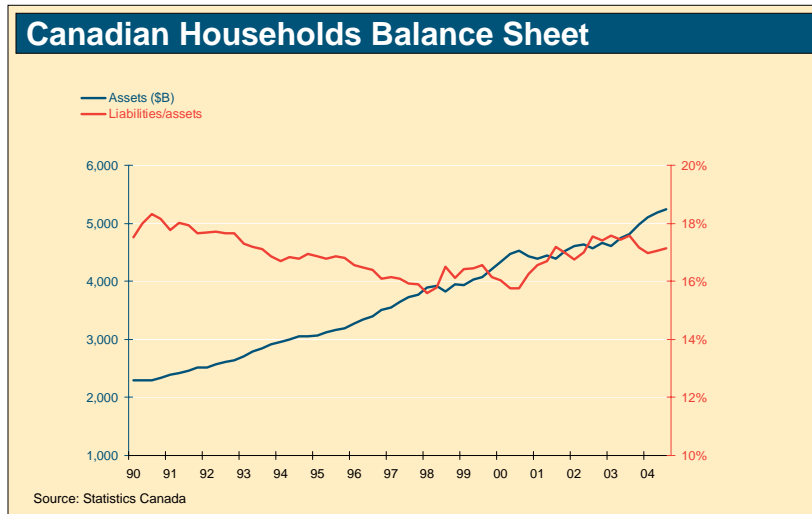
In millions of dollars



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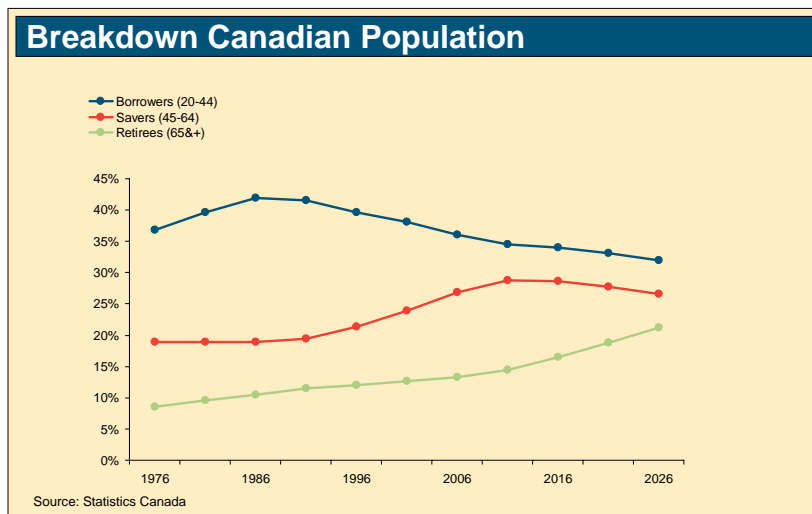
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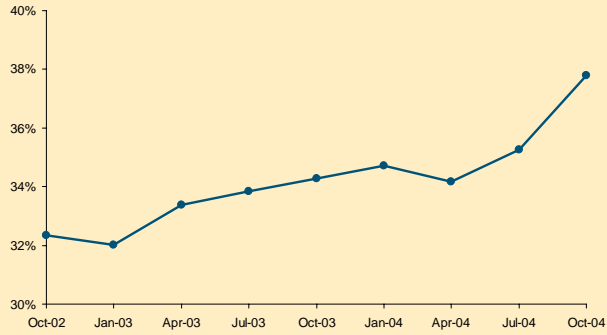
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III - Looking Ahead

Share of Wallet, Wealthy Clientele, Quebec

(Rolling 4 quarter average)



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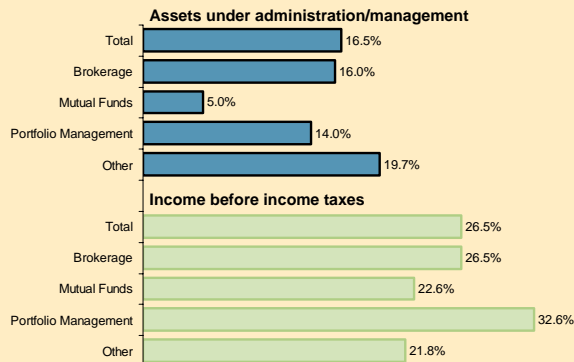


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III - Looking Ahead

2004 Growth – Wealth Management

(As a %)

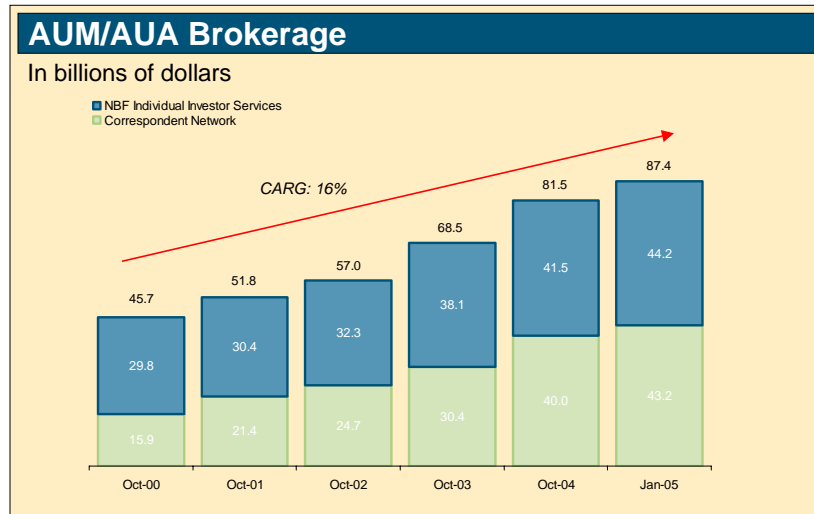


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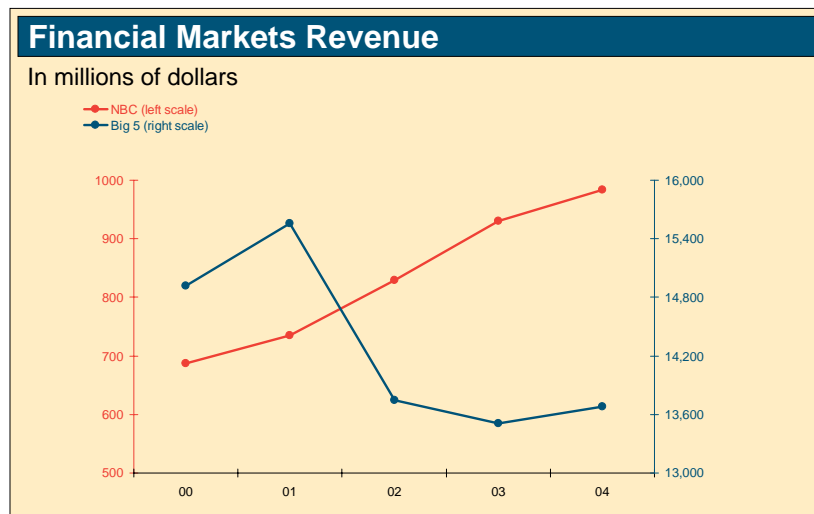
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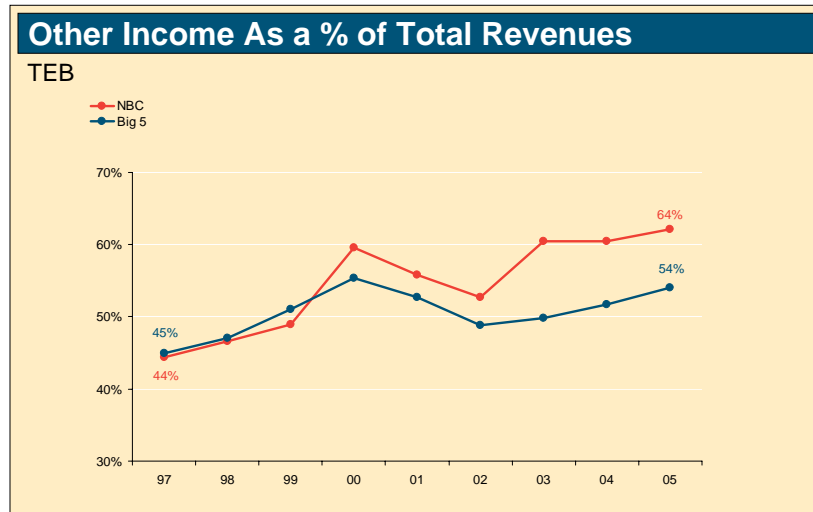


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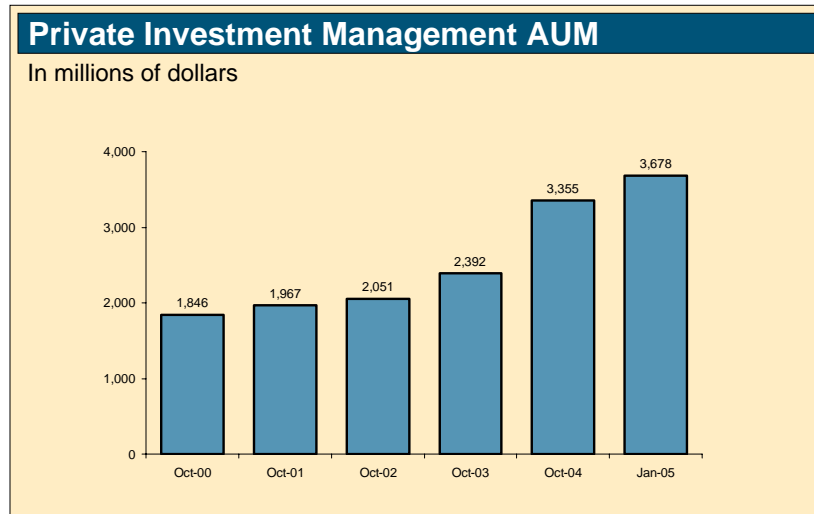


Numerous Profitable Initiatives



- Strong inroads in direct property and casualty insurance in Quebec
- Largest service provider for independent investment advisors through National Bank Financial's Correspondent Network
- Efficient manufacturer of structured products
- Positioned as top tier dealer with strong fixed income desk, proven expertise to structure new products and good reputation in M&A
- Rapidly growing Private Investment Management

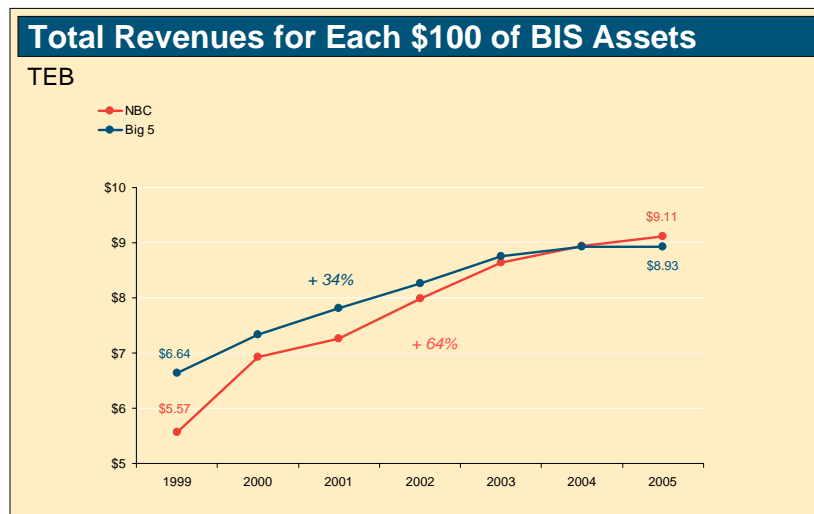
III - Looking Ahead



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III - Looking Ahead



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Positioned for Future Growth



- Strong fundamentals
- Benefiting from stable Quebec economy
- National Bank has delivered strong cyclical growth
- Confident that steps taken to boost profitability and reduce risk will position us well for future secular industry movements

Q&A



Réal Raymond, President and CEO
Montreal, March 30, 2005

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CAUTION REGARDING FORWARD-LOOKING STATEMENTS

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By their very nature, such forward-looking statements require us to make assumptions and involve inherent risks and uncertainties, both general and specific. There is significant risk that express or implied projections contained in such statements will not materialize or will not be accurate. A number of factors could cause actual future results, conditions, actions or events to differ materially from the targets, expectations, estimates or intentions expressed in the forward-looking statements. Such differences may be caused by factors, many of which are beyond the Bank's control, which include, but are not limited to, changes in Canadian and/or global economic and financial conditions (particularly fluctuations in interest rates, currencies and other financial instruments), liquidity, market trends, regulatory developments and competition in geographic areas where the Bank operates, technological changes, consolidation in the Canadian financial services sector, the possible impact on our businesses of international conflicts and other developments including those relating to the war on terrorism and the Bank's anticipation of and success in managing the risks implied by the foregoing. The Bank cautions that the foregoing list of important factors is not exhaustive. Investors and others who base themselves on the Bank's forward-looking statements should carefully consider the above factors as well as the uncertainties they represent and the risk they entail. The Bank therefore cautions readers not to place undue reliance on these forward-looking statements. 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 behalf of the Bank.