



BUILDING SUSTAINABLE  
**GROWTH**  
International Banking



# Costa Rica: A Successful Acquisition

**Luis Liberman**

SVP and General Manager, Scotiabank Costa Rica

# Agenda

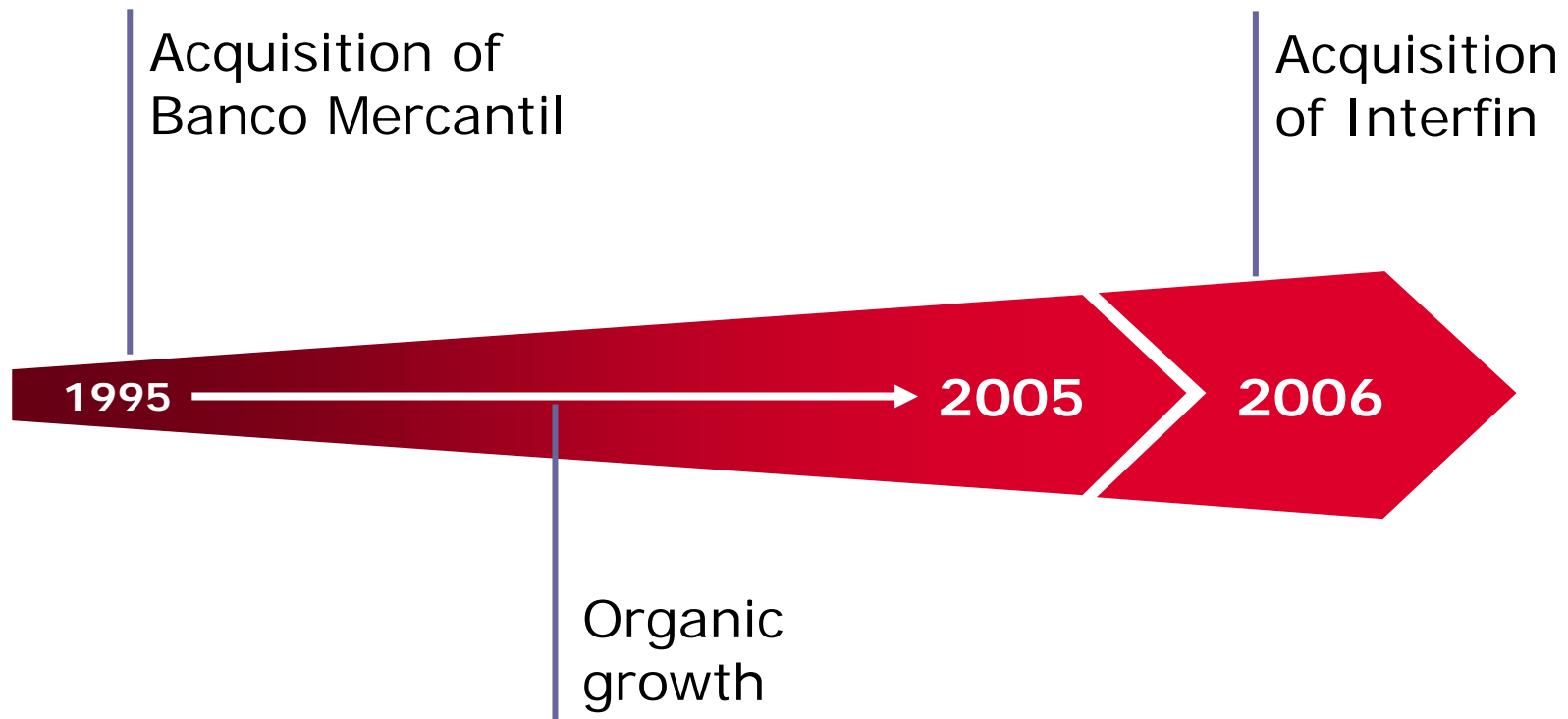
- Interfin integration

- Market position

- Potential for regional leverage



# Scotiabank in Costa Rica



# Strategic Fit

## Scotiabank

- Retail
  - Relationship focus
  - Sales and Service
- Commercial
  - Corporate
  - Project finance



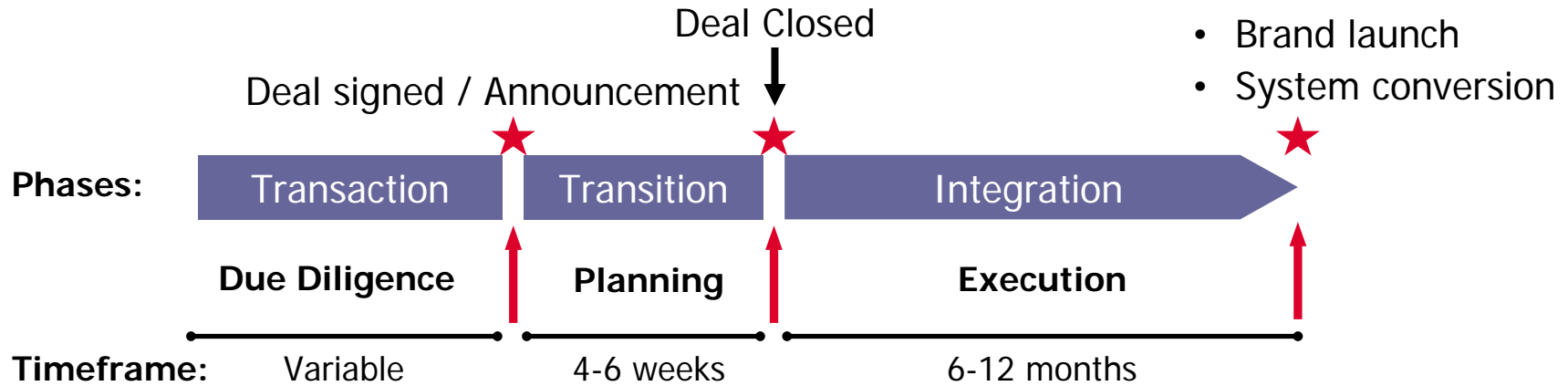
## Interfin

- Retail
  - Transaction focus
  - External sales force
  - Brokerage
  - Mutual funds
- Commercial
  - Primarily mid market
- Ancillary
  - Leasing
  - Pensions



Broaden Market Reach

# Proven Integration Process



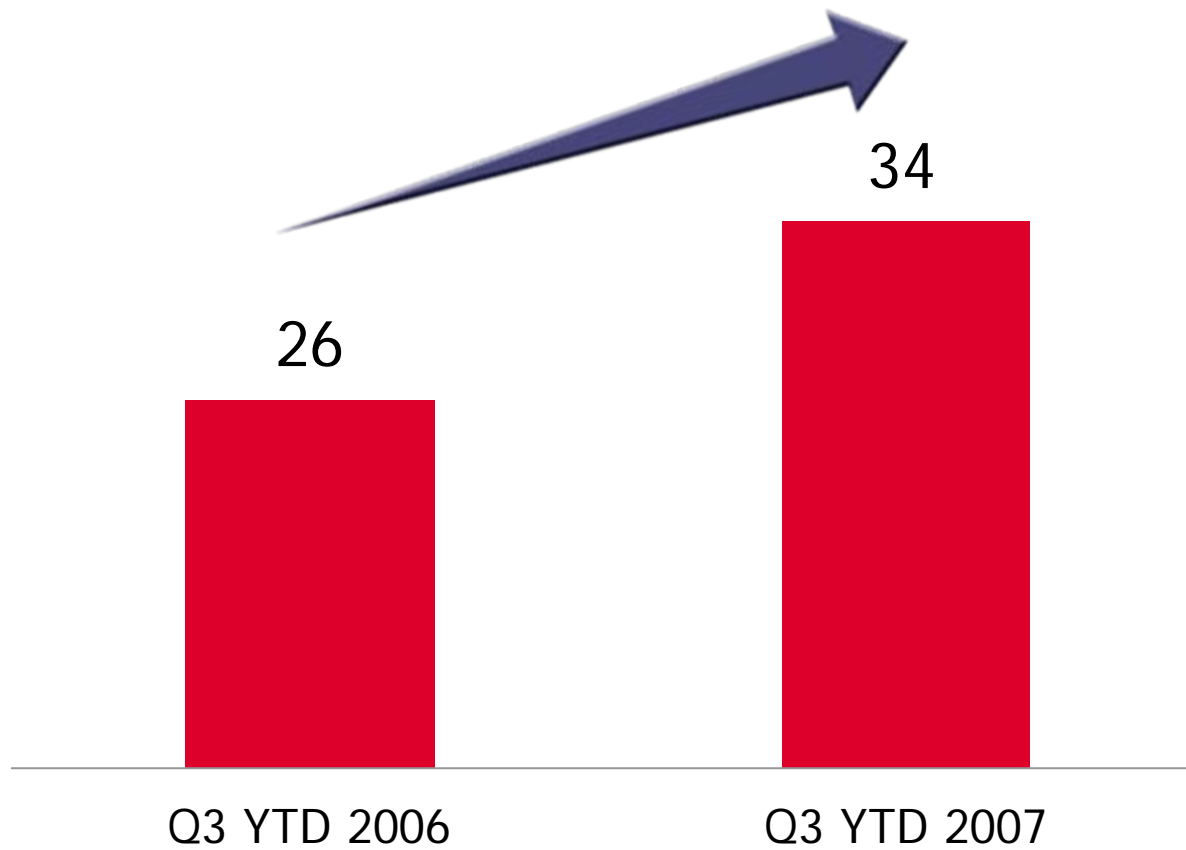
# New Core System

- Convert to 'ScotiaPro', the common core banking platform, while integrating both banks
- Leverage multi-national expertise
- Leverage learning for El Salvador and Panama conversions



# All in 12 Months, While Continuing to Grow

## Net Income (US\$ Million)



# Agenda

- Interfin integration

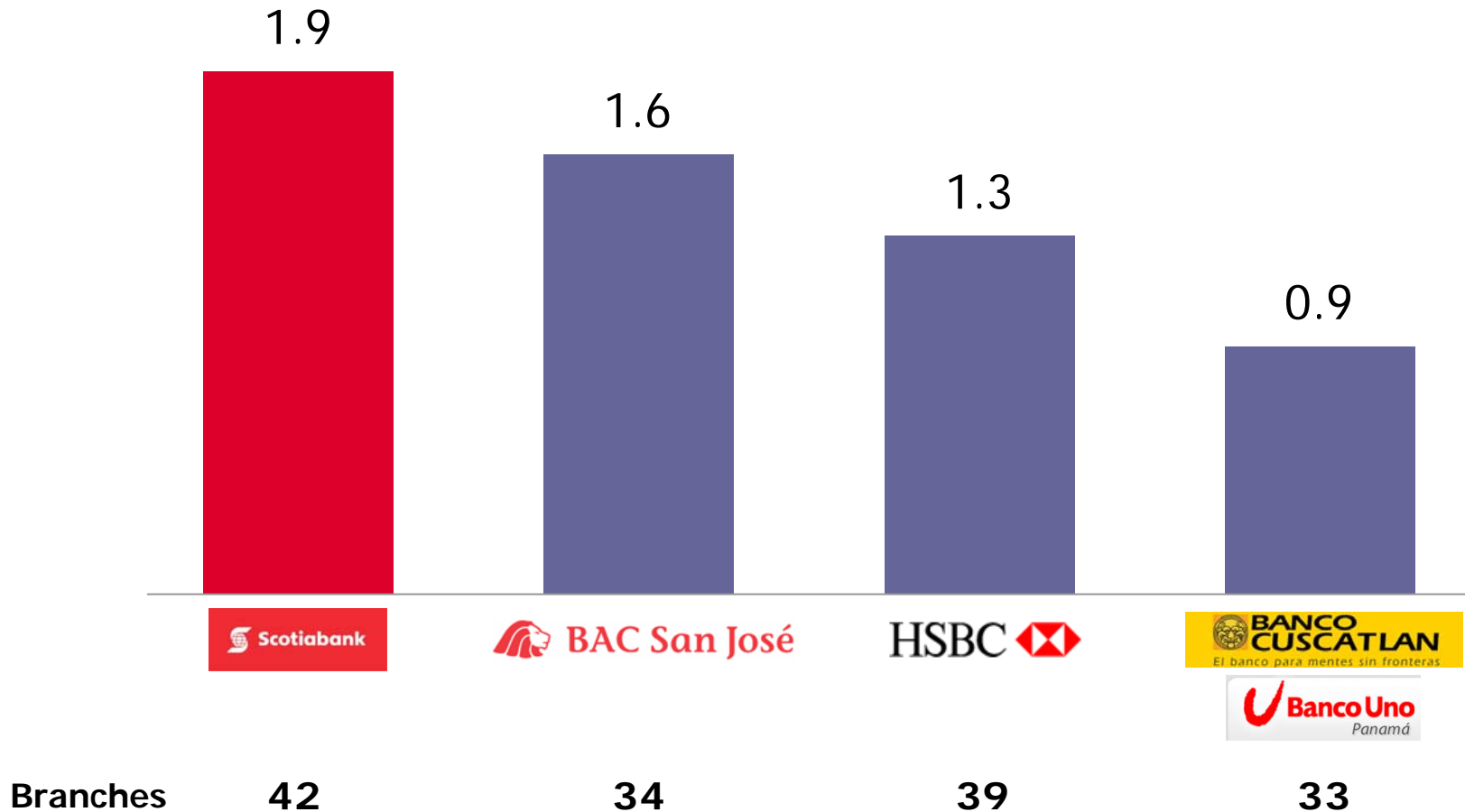
- Market position

- Potential for regional leverage



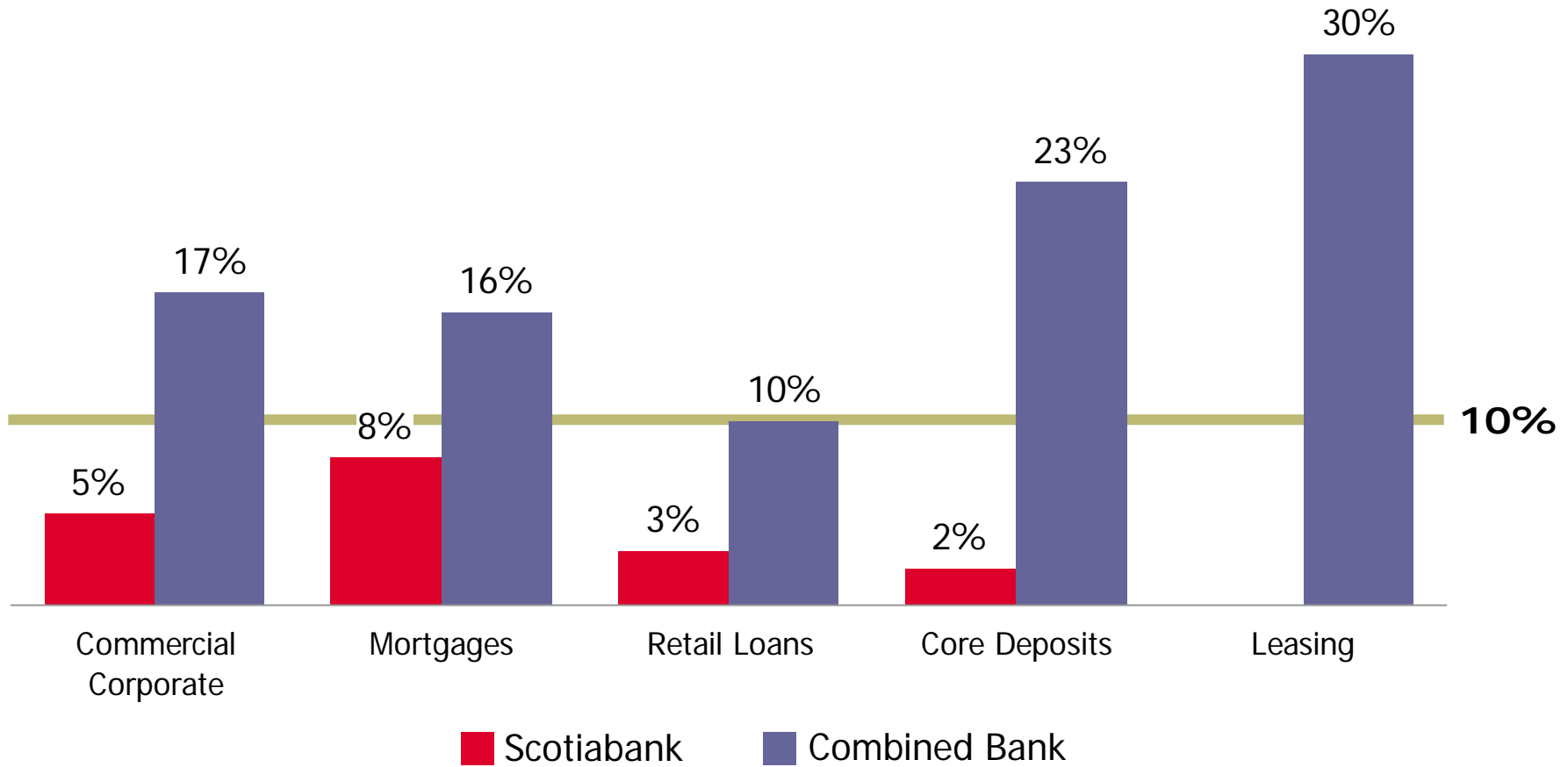
# Largest Private Bank in Costa Rica

**Assets  
(US\$ Billion)**



# Market Share Leader

## Market Share – Private Banks



# Agenda

- Interfin integration

- Market position

- Potential for regional leverage



# Potential for Regional Leverage

- Banking platform: ScotiaPro
- Shared Services
- Commercial and Corporate Banking
- Leasing
- Wealth
- Insurance
- Brokerage



39 million regional population

# Key Takeaways



- Largest private bank
- Great platform for growth
- Opportunities across Central America



BUILDING SUSTAINABLE  
**GROWTH**  
International Banking