



Stockbrokers' Meeting 2011

Scotiabank's Hospitality Suite
Queen's Park Oval
Monday 12 December 2011

Agenda

**Welcome, Opening
Remarks
and Introduction of Team**

Mr. Richard P. Young
Managing Director
Scotiabank Trinidad and Tobago
Limited

Financials

Mr. Adrian Lezama
Assistant General Manager, Finance
Scotiabank Trinidad and Tobago
Limited

Performance Review

Mr. Richard P. Young

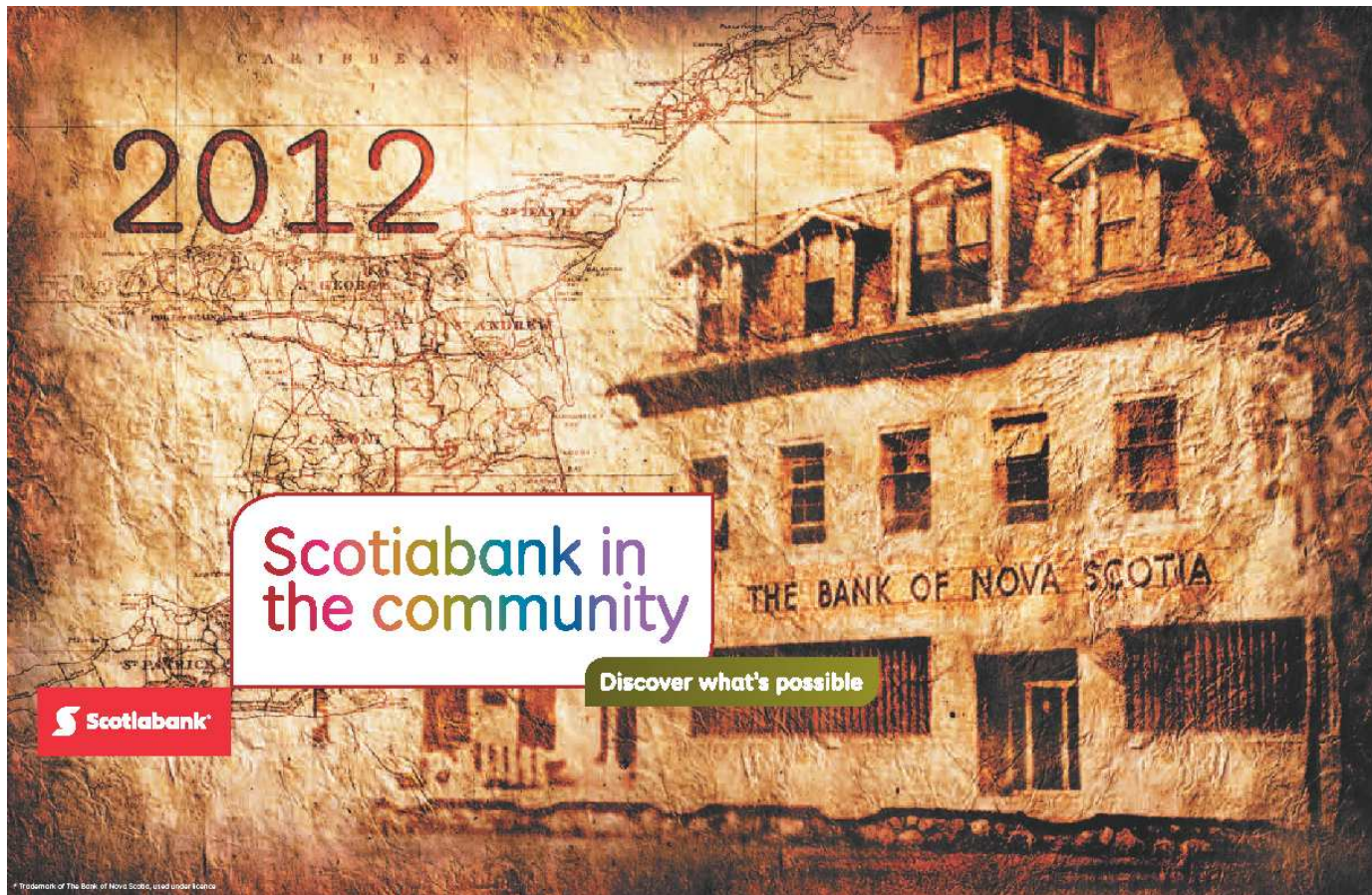
Questions

Mr. Richard P. Young

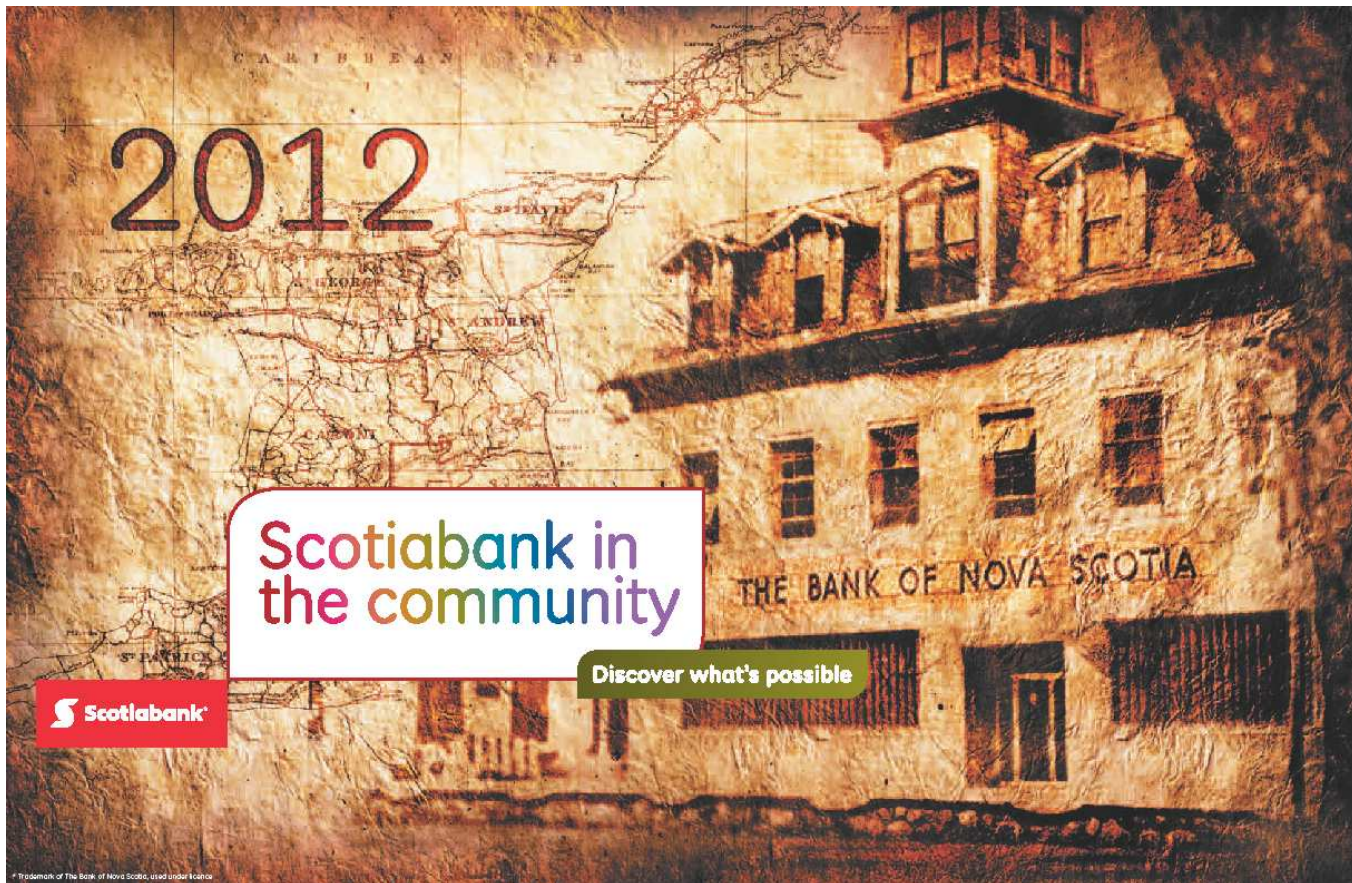
Closing Remarks



Mr. Richard P. Young
Managing Director
Scotiabank Trinidad and Tobago Limited



Mr. Adrian Lezama
Assistant General Manager
Scotiabank Trinidad and Tobago Limited



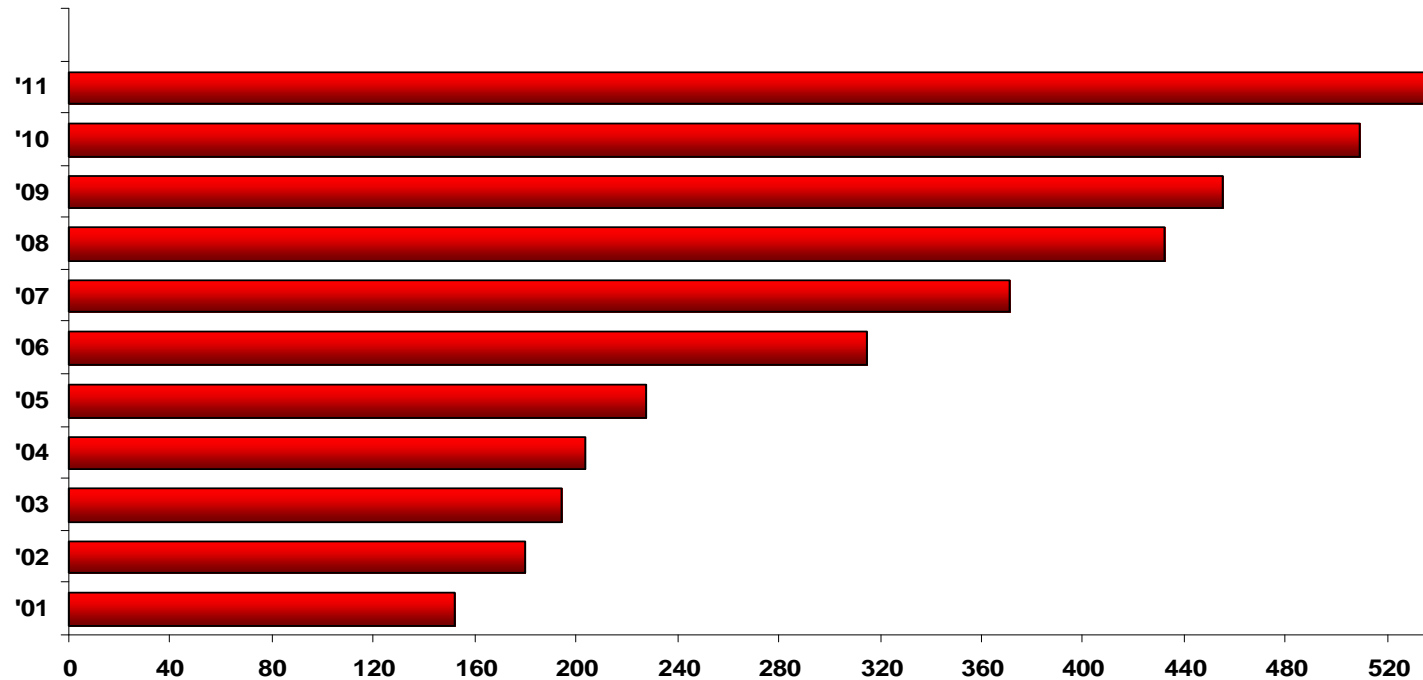
Overview

2011 Another Record Year

- Profits after Tax up 6.89% to \$544.3MM
- EPS :308.7¢ - up 6.89%
- ROE : 20.68%
- ROA : 3.28%
- P/E : 16.20
- Dividend growth up 18 cents to 128 cents
- Strong Capital Adequacy Ratio –29.25%
- Adequate Cash reserves \$1.3 B vs. \$1.8 B
- Strong Expense Management Control (-5.57%)

Consistent Earnings

10 year Compounded Annual Growth Rate (CAGR) 13.58%



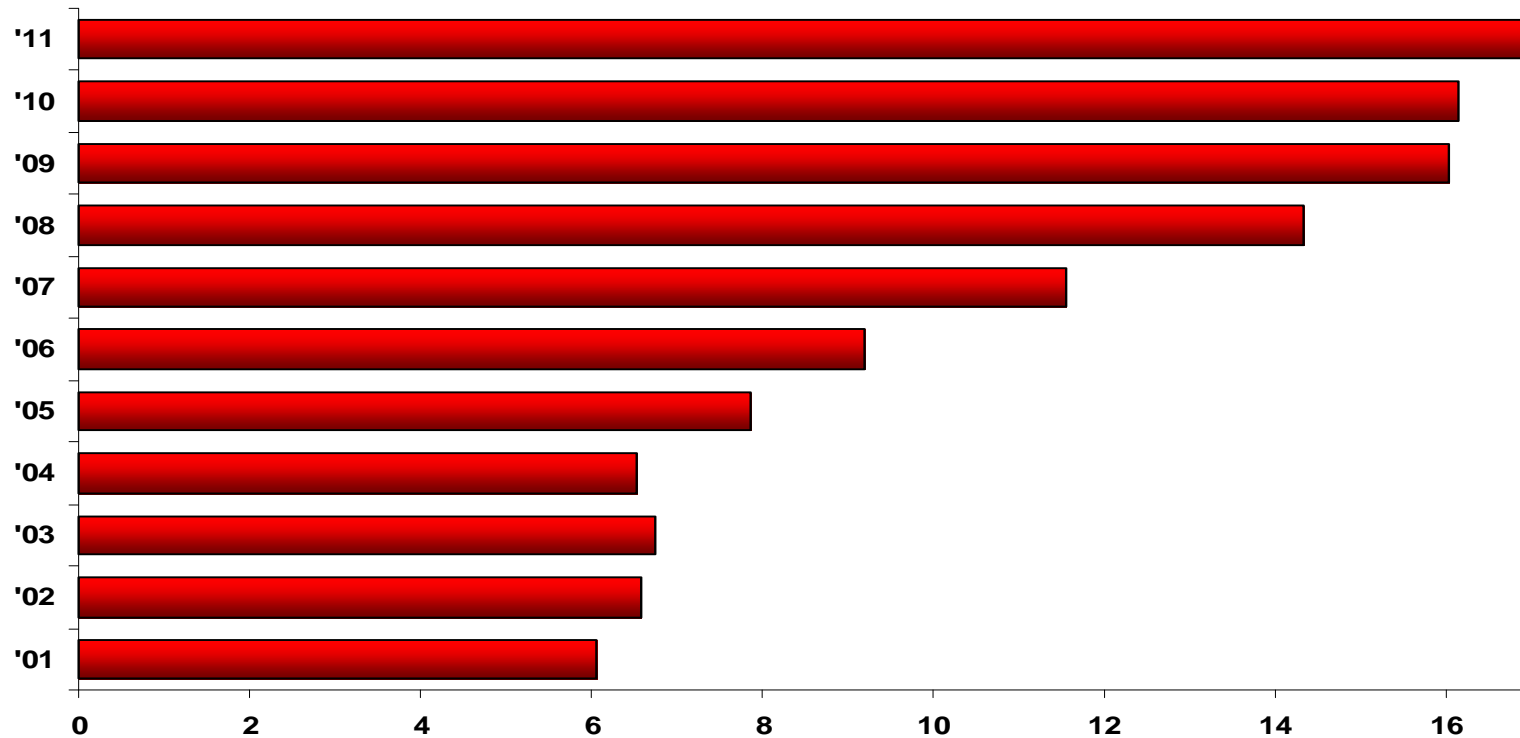
* Net Income After Tax

\$'Millions



Strong Balance Sheet

10 Year CAGR 10.88%

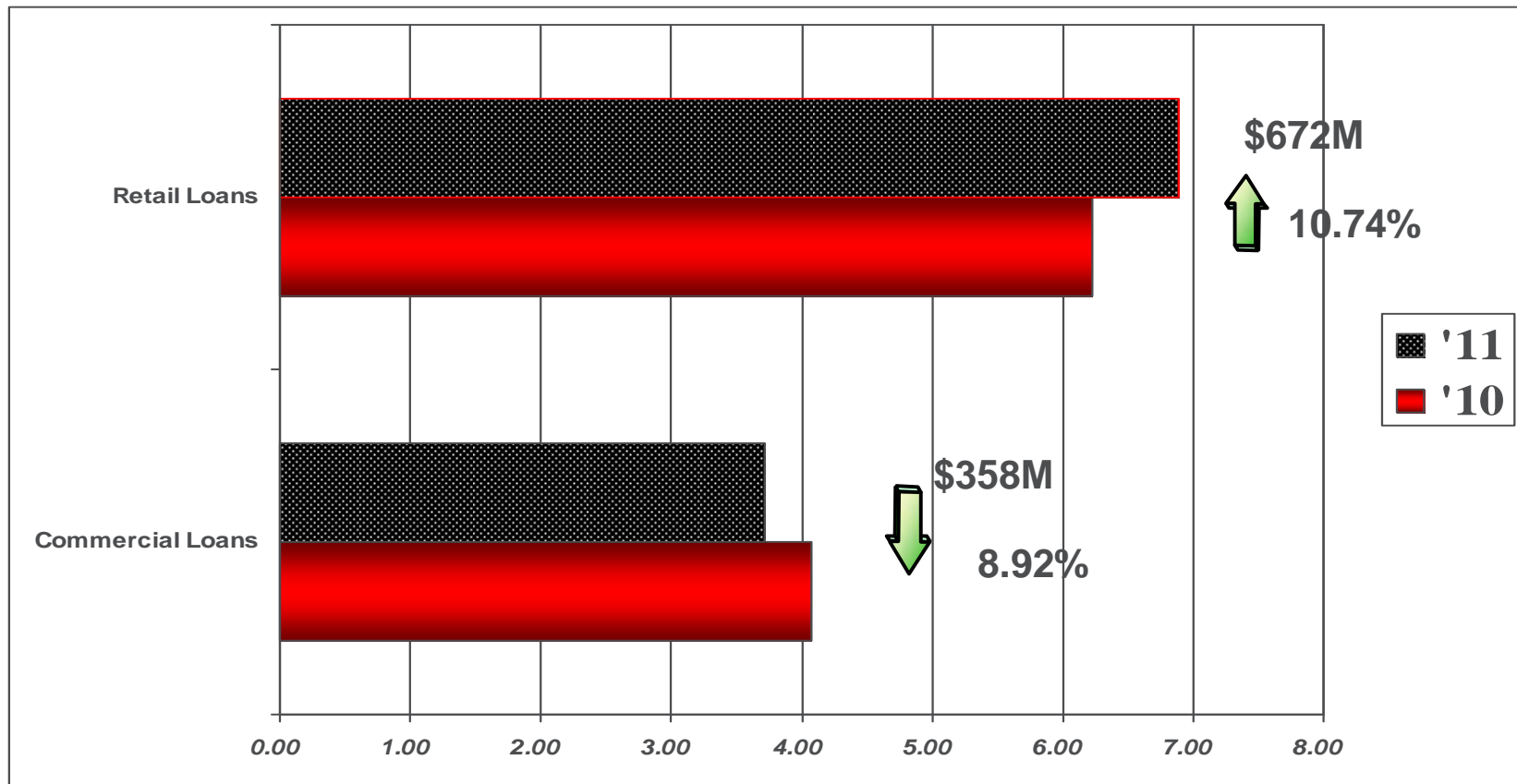


* Total Assets

\$'Billion



Loan Growth

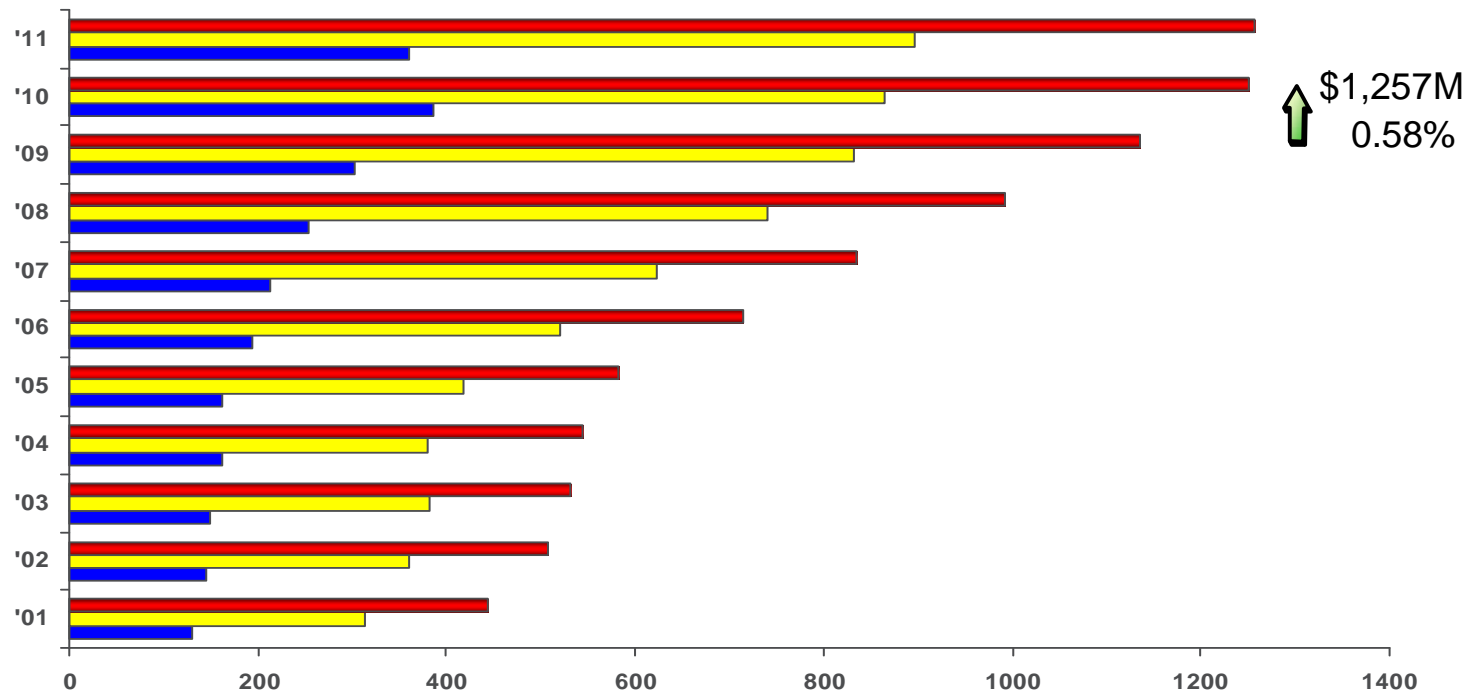


\$'Million



Net Interest and Non-Interest Revenue

10 Year CAGR 10.99%



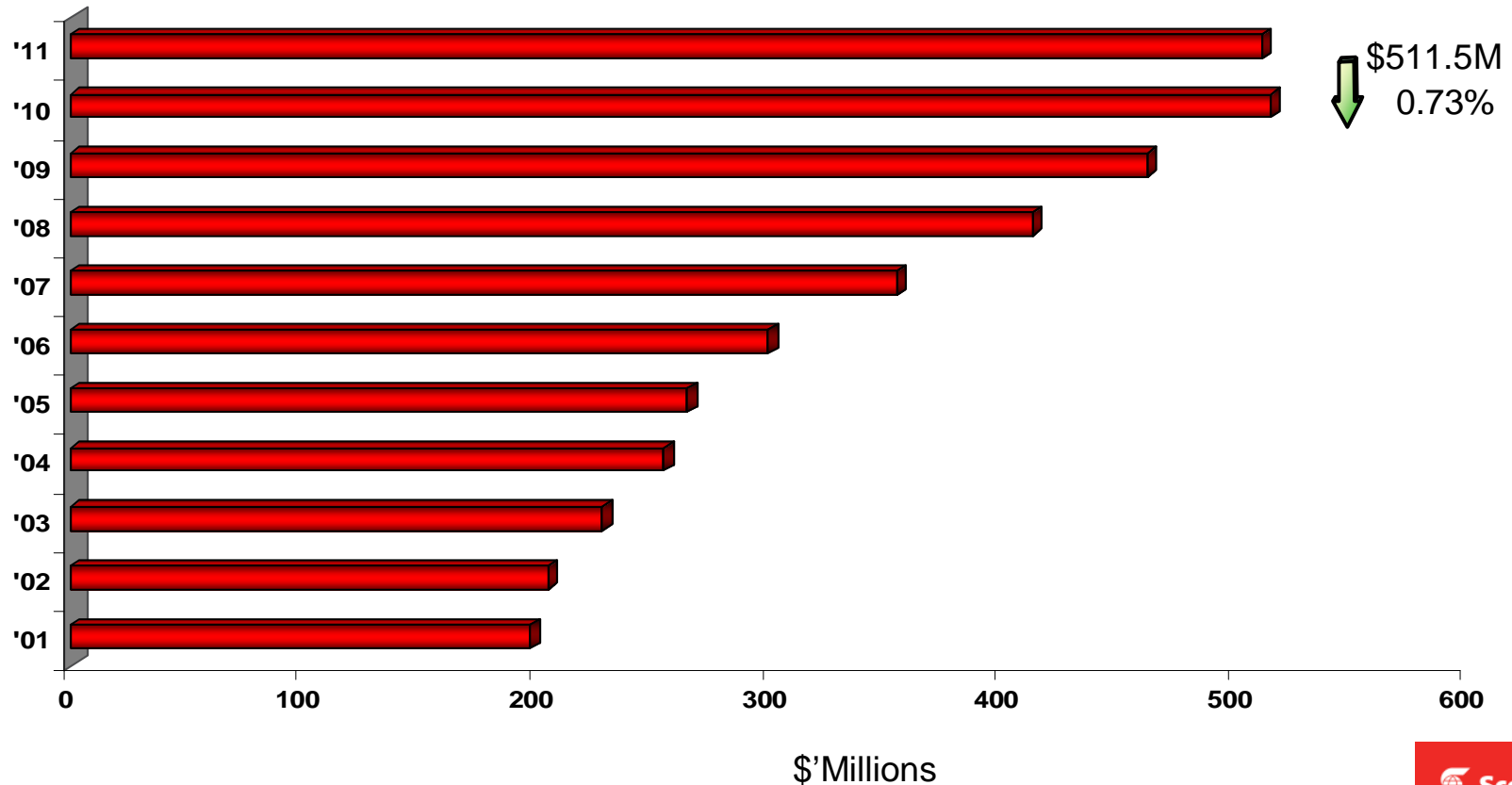
■ Non-Interest Revenue ■ Net Interest Income ■ Total Net Income

\$'Millions

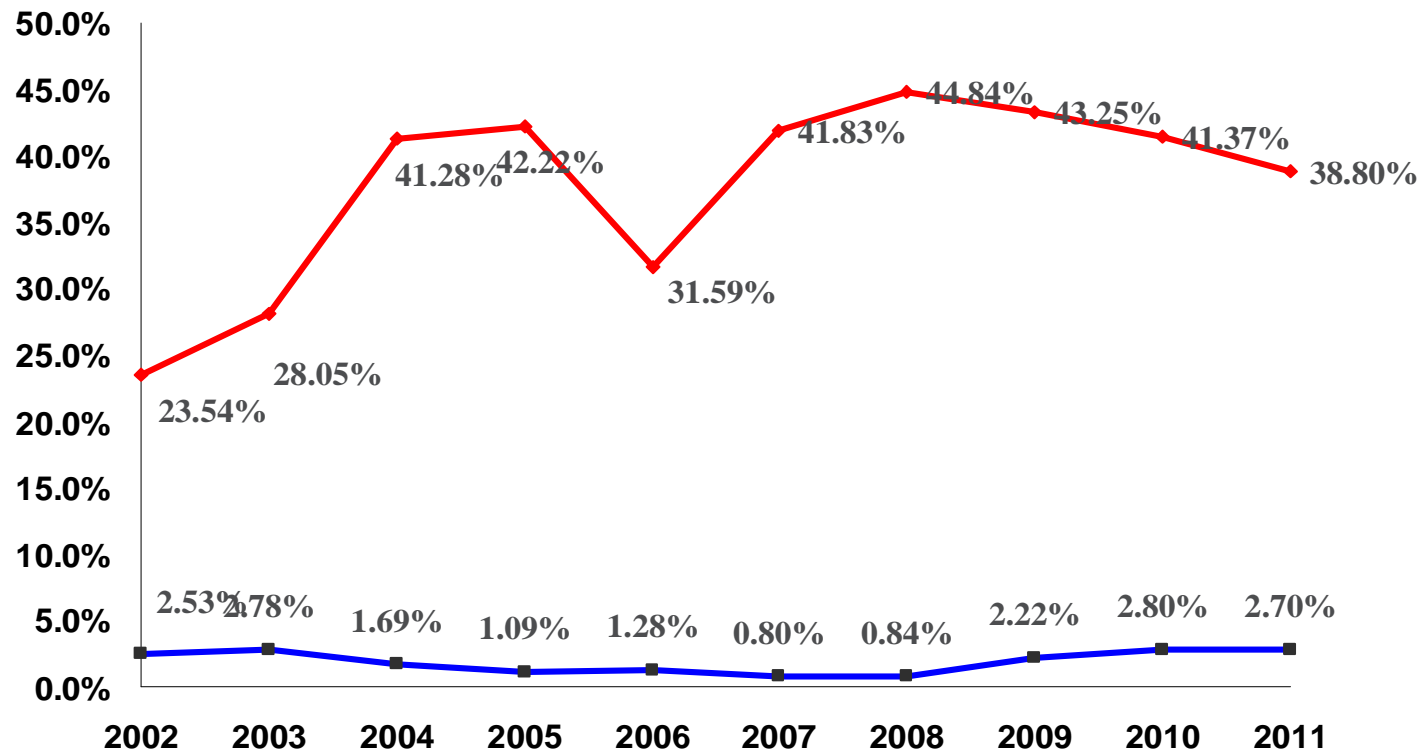


Total Expenses before Loan Losses

10 Year CAGR 10%



Credit Quality

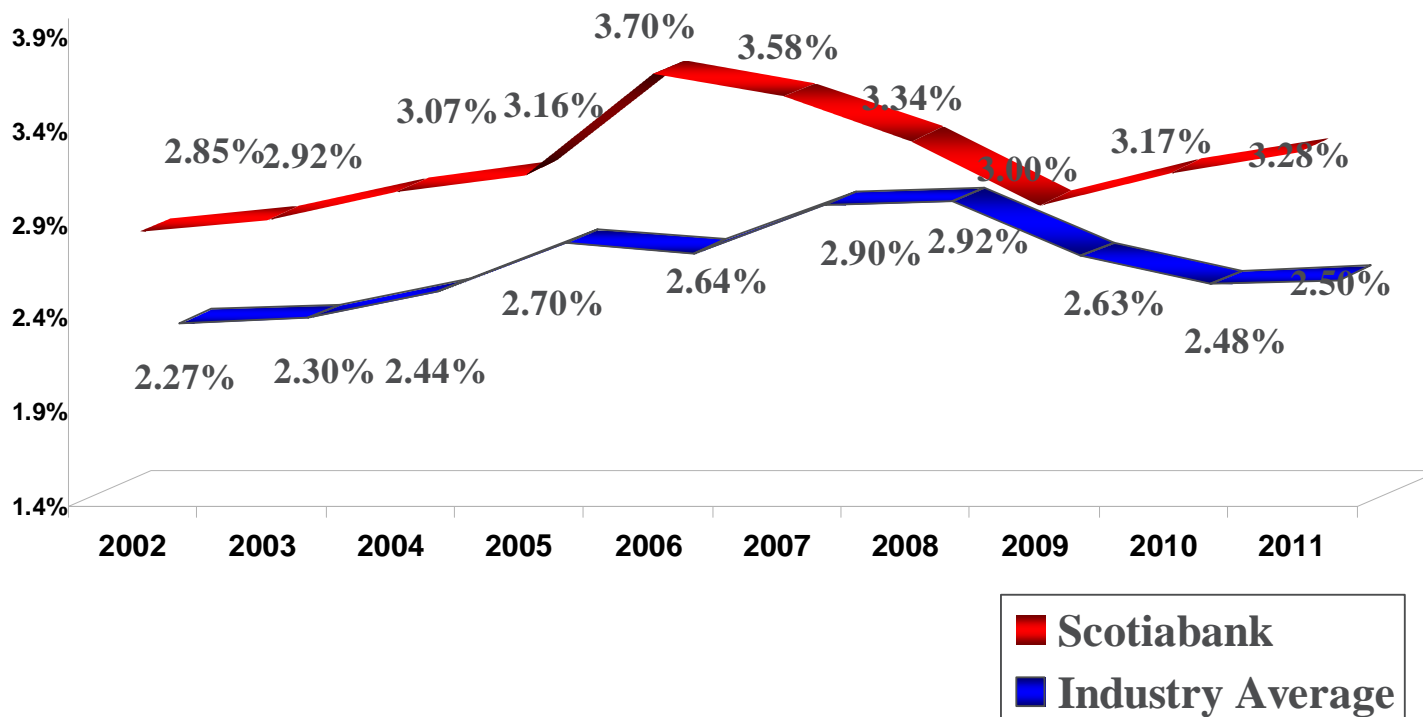


■ NAL/ Total Loans
 ◆ LLP/NAL



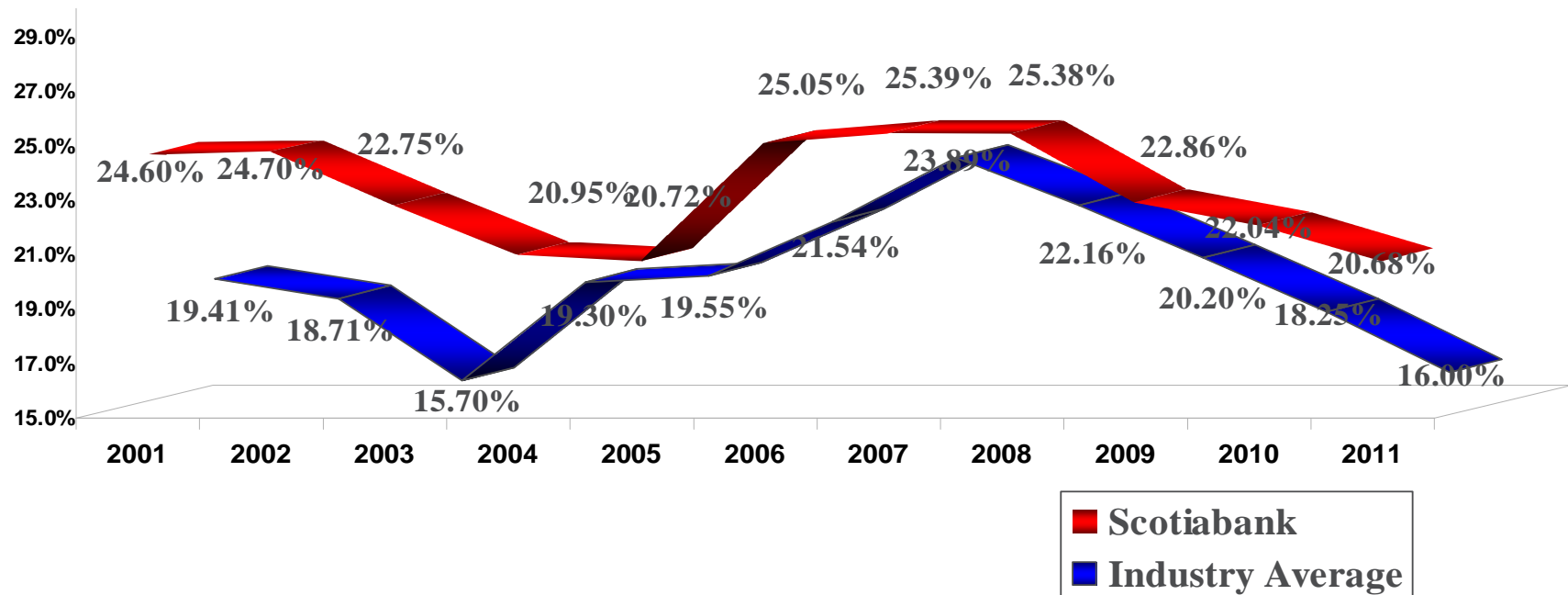
Performance Ratios

Return on Assets

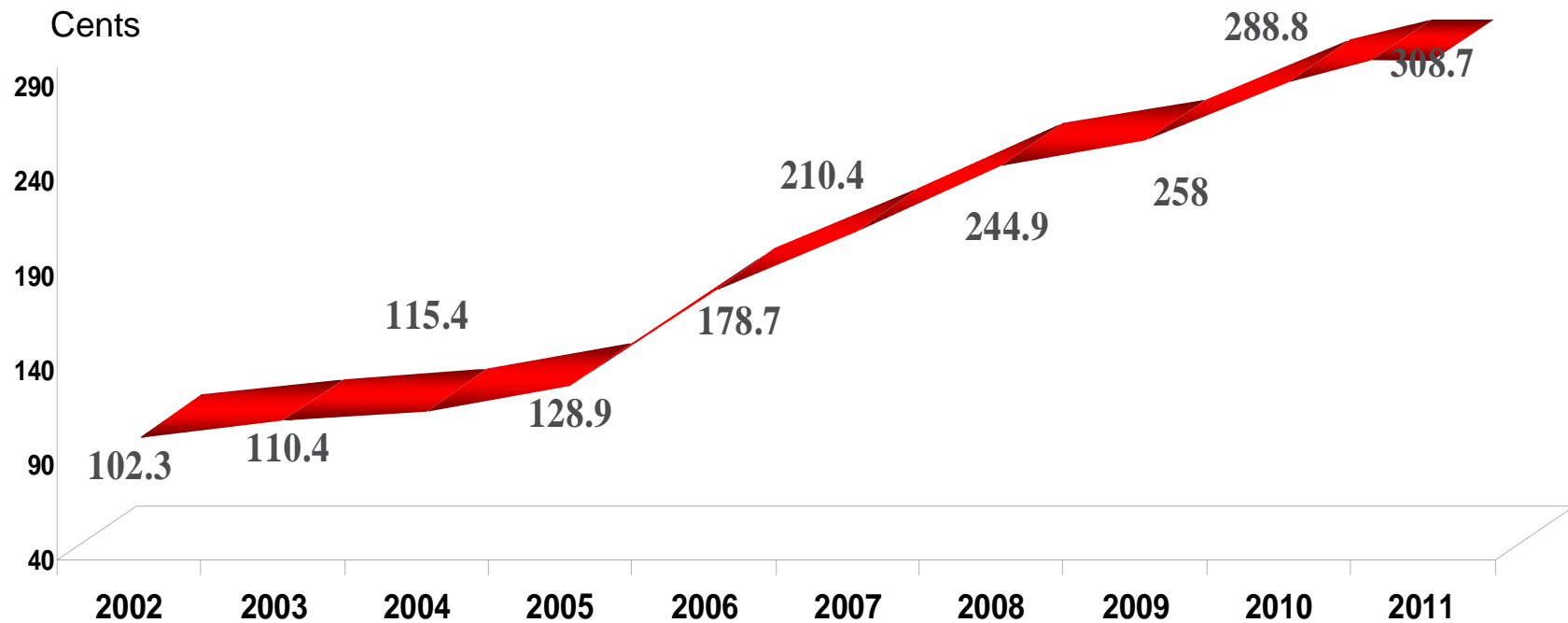


Performance Ratios

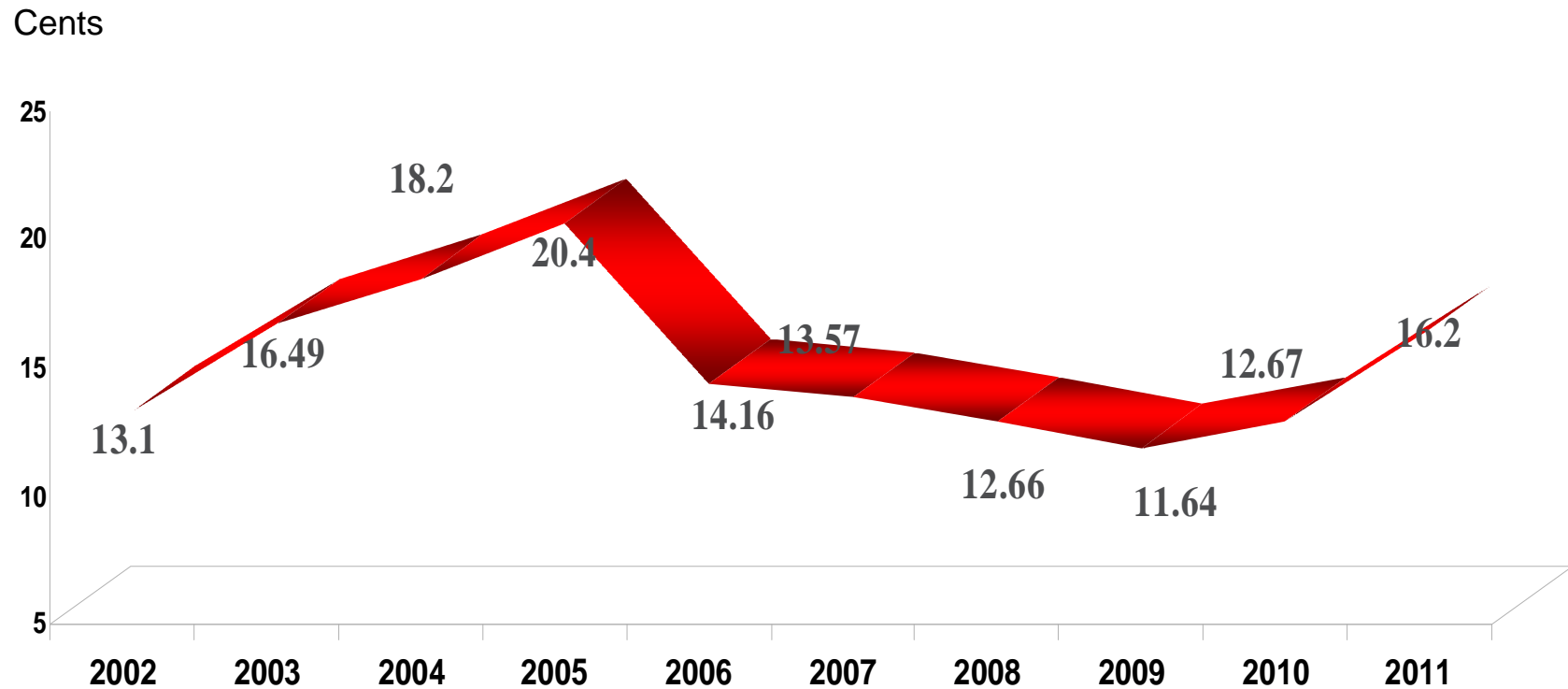
Return on Equity



Earnings per Share

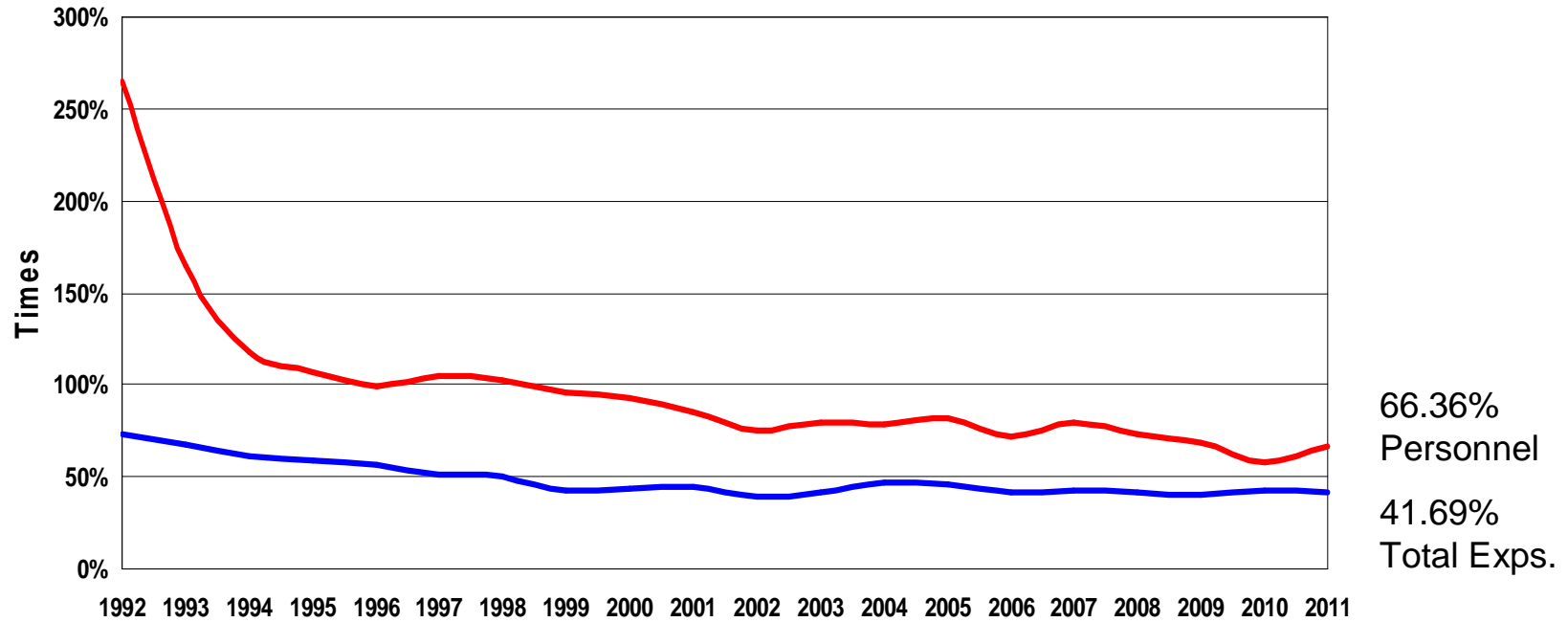


Price to Earnings Ratio



Cost Containment

Productivity Ratio



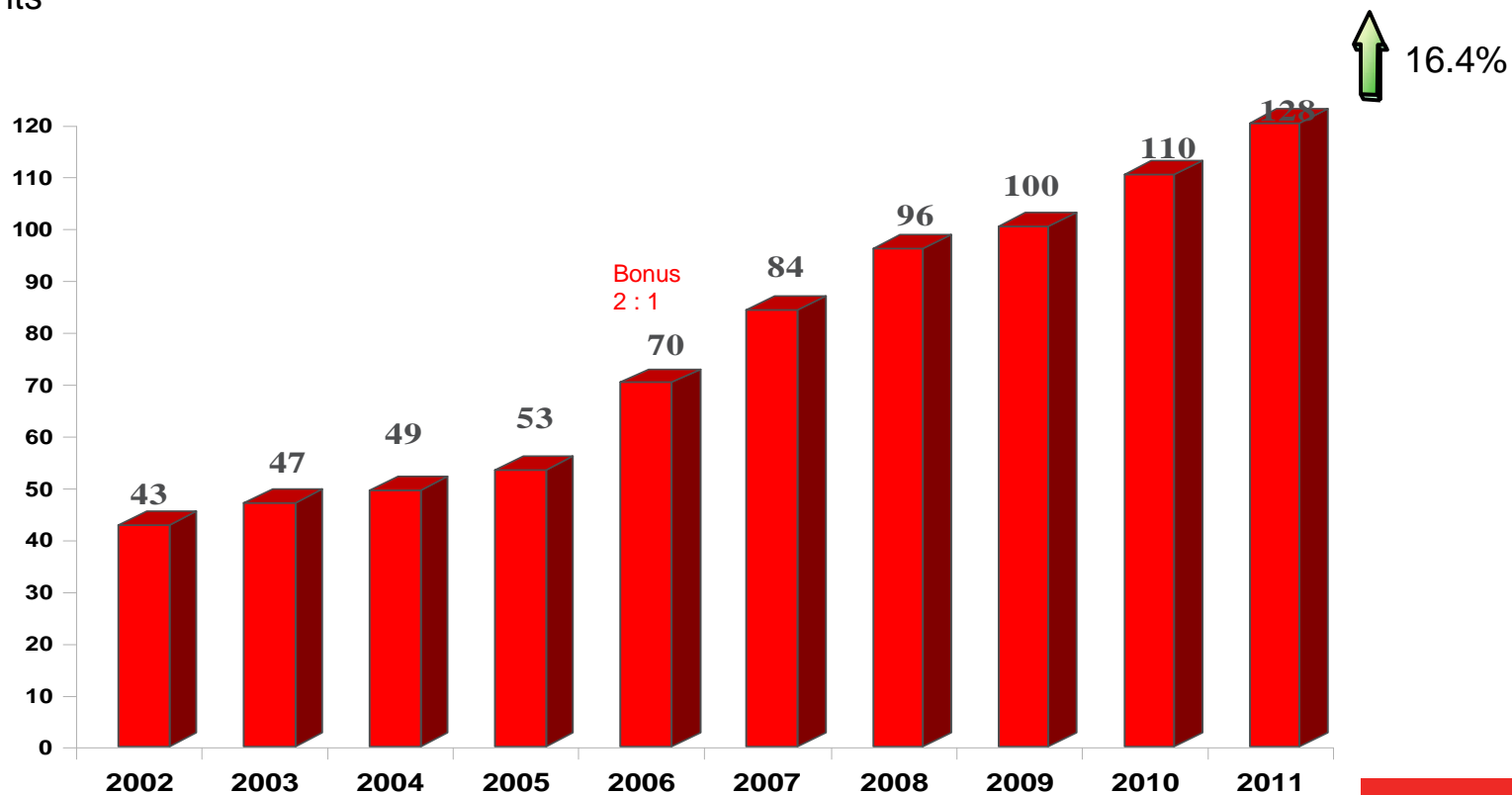
— TOTAL EXPS/TOTAL REV. — PERSONNEL/NIR



Consistent Dividend Growth

10 Year CAGR 11.53%

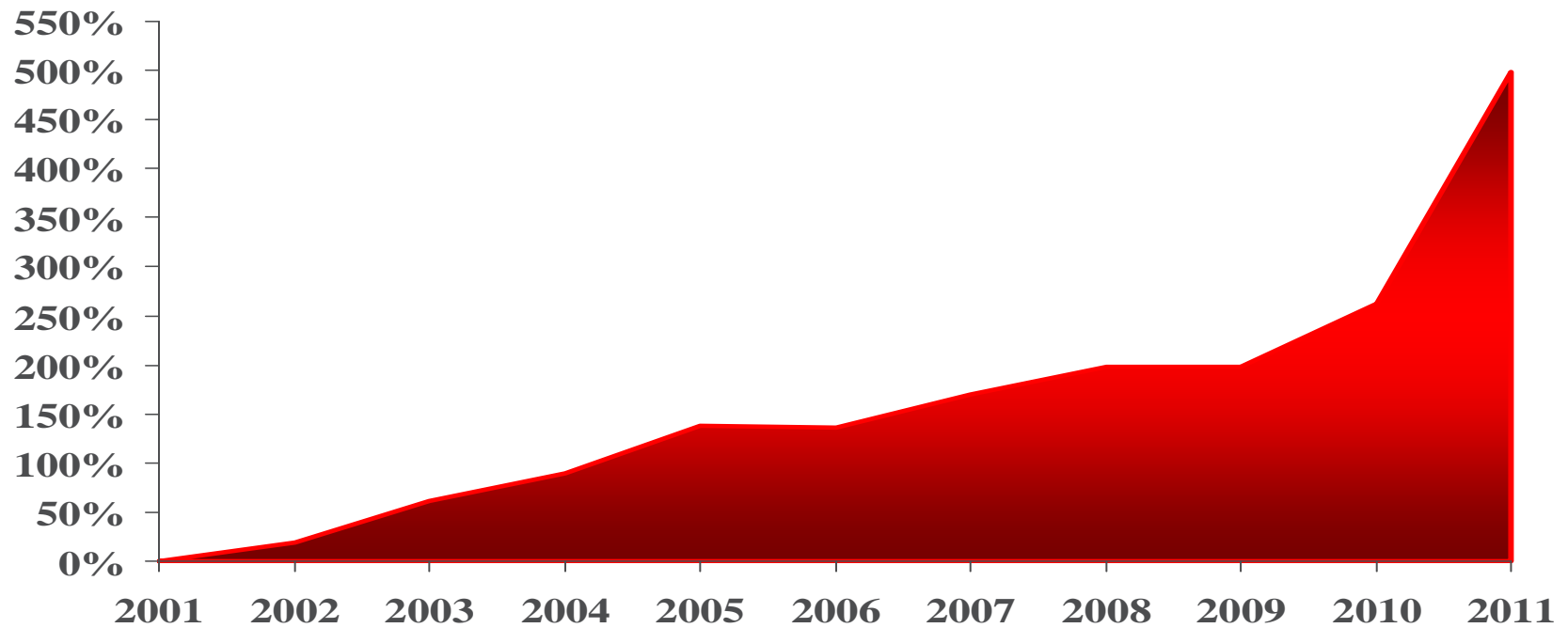
Cents



Return to Shareholders

Share price appreciation plus dividends received

10 year CAGR 19.40%





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Delivering Our Service Promise

- 1. Make every customer feel welcome**
- 2. Take the time to understand and anticipate customer needs**
- 3. Provide advice and solutions that are right for each customer**
- 4. Follow-through and keep our promises**
- 5. Sincerely thank every customer, every time**

Core Values

- **Integrity**
- **Respect**
- **Insight**
- **Commitment**
- **Spirit**

The five strategic priorities are:

- 1. Sustainable and Profitable Revenue Growth**
- 2. Capital Management**
- 3. Leadership**
- 4. Prudent Risk Management and Appetite**
- 5. Efficiency and Expense Management**

Sustainable and Profitable Revenue Growth

Strong contribution by:

- **ScotiaLife Trinidad and Tobago Limited – 15% after tax profit**

Capital Management

Return on Assets		Return on Equity	
Scotiabank	3.28%	Scotiabank	20.68%
Industry	2.50%	Industry	16.00%

Capital Adequacy Ratio	
Scotiabank	29.25%
Minimum Regulatory	8.00%

Leadership – Core priority and key success factor



Employee Development in various forms:

- ✓ Extension of hub strategy providing growth and opportunity T&T top producer of talent in the Region
- ✓ Talent sharing across the Region
- ✓ HR leading the way: highest rating on our employee satisfaction survey
- ✓ Engagement through personal interaction: internal customers
- ✓ Over two-thirds of the Staff received training in 2011



Leadership – Demonstrations of success



Shortlisted as
'A Champion Employer'
by the Employers'
Consultative Association
(ECA)
– a title we won in 2010 and
2008



Shortlisted as
'A Top 10 Company'
by the Association of
Female Professionals
(AFETT)



Leadership – Demonstrations of success

Best of the Best Shared Services ER Team

Scotiabank Canada recognised the Scotiabank Trinidad and Tobago ER (Employee Relations) Team as the ‘Best of the Best’ in Shared Services across the Caribbean

Corporate Social Responsibility



Scotiabank
TRINIDAD & TOBAGO
FOUNDATION

There when you need us

Scotiabank Foundation has contributed over \$2.5 million to the development of young people in Trinidad and Tobago







- **13th Annual 5k took place on September 17**
 - ✓ Largest event ever – over 5000 participants
 - ✓ Held in POS, San Fernando and Scarborough
- **13th Annual Cancer Screening Clinics**
 - ✓ Conducted in 10 clinics across Trinidad and Tobago
 - ✓ Over 14,000 screened through the programme

Leadership - Strategic Partnerships



**Scotiabank Bright Future
Ambassadors
with
Families in Action**



**Advancement
of the
Caribbean
Male with the
Scouts
Association**



**Youth Development
through Sport with
the Trinidad and
Tobago Olympic
Committee**

Prudent Risk Management

- **Credit Quality of Portfolios**
- **Treasury Management**
- **Operational Excellence**
- **Strong Anti-Money Laundering**

Process

Efficiency and Expense Management

- **Shared Services and Caribbean South Collections Unit**
- **Process Reviews**
 - **Branch Capacity Optimization Model**
 - **Commercial**
 - **Small Business**

Going Forward

2012



Our Overall Strategy

- **Grow market share**
- **Prudent management of our assets**
- **Risk considerations must be built into every aspect of the business**
- **Capitalise on opportunities for efficiency**
- **Apply best practices to continue to enjoy the benefits of cost management**
- **Leadership by living our philosophy of One Team One Goal**

Questions

**Thank you and all the best to you
and yours for Christmas 2011**



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