

**REMARKS FOR ROB PITFIELD
CHAIRMAN'S REPORT
SCOTIABANK TRINIDAD AND TOBAGO LIMITED ANNUAL
MEETING
FEBRUARY 23, 2007**

LADIES AND GENTLEMEN, THANK YOU. IT'S A PLEASURE, AS ALWAYS, FOR ME TO BE HERE WITH YOU TODAY.

2006 WAS ANOTHER GREAT YEAR FOR SCOTIABANK TRINIDAD AND TOBAGO LIMITED - WITH EXCELLENT RESULTS AND STRONG RETURNS TO YOU, OUR SHAREHOLDERS - AND RICHARD YOUNG WILL HAVE MORE TO SAY ABOUT OUR FINANCIAL RESULTS SHORTLY.

AS YOU MAY KNOW, 2007 MARKS THE 175TH ANNIVERSARY OF THE SCOTIABANK GROUP WORLDWIDE. A LOT HAS CHANGED IN 175 YEARS - THE TECHNOLOGICAL ADVANCEMENTS, EVEN IN JUST THE LAST 10 YEARS, HAVE BEEN MIND-BOGGLING -

CUSTOMERS' EXPECTATIONS HAVE NEVER BEEN HIGHER - AND THE COMPETITION IS COMING NOT ONLY FROM OTHER BANKS, BUT FROM CREDIT CARD COMPANIES, MORTGAGE COMPANIES, MUTUAL FUNDS AND, IN COUNTRIES SUCH AS MEXICO, EVEN WAL-MART.

TODAY, I'D LIKE TO TALK TO YOU ABOUT SOME OF THESE CHANGES - AND ABOUT HOW OUR BANK IS CHANGING TOO - TO SEIZE NEW OPPORTUNITIES AND CONTINUE TO GROW AND SUCCEED.

THERE ARE THREE KEY FACTORS THAT ARE RESHAPING THE WORLD AND CHANGING THE WAY WE DO BUSINESS TODAY:

FIRST, THERE'S GLOBALIZATION - HOW PEOPLE, GOVERNMENTS AND COMPANIES AROUND THE WORLD ARE BECOMING INCREASINGLY DEPENDENT ON - AND INTEGRATED WITH -

EACH OTHER. AS THE TITLE OF TOM FRIEDMAN'S EXCELLENT BOOK SAYS, "THE WORLD IS FLAT." THE COMPETITIVE PLAYING FIELD HAS BEEN ALMOST COMPLETELY LEVELLED, AS BARRIERS TO INTERNATIONAL TRADE HAVE BEEN LOWERED - OR ELIMINATED ALTOGETHER - AND, AS A RESULT, DEVELOPING COUNTRIES, SUCH AS CHINA AND INDIA, ARE EMERGING AS MAJOR PLAYERS IN THE WORLD ECONOMY.

SECOND, TECHNOLOGY IS DRIVING THE RAPID PACE TOWARD GLOBALIZATION, AND MAKING IT POSSIBLE FOR PEOPLE TO COMPETE AND COLLABORATE IN REAL TIME AND AT VERY LOW COST FROM ANYWHERE IN THE WORLD.

AND, FINALLY, DEMOGRAPHICS - THE POPULATION IS AGING IN DEVELOPED COUNTRIES, SUCH AS CANADA, THE UNITED STATES AND EUROPE. IN DEVELOPING COUNTRIES, THE OPPOSITE IS HAPPENING. IN MEXICO, FOR EXAMPLE, MORE THAN HALF THE

POPULATION IS CURRENTLY UNDER THE AGE OF 25. YOU CAN SEE THE IMPACT OF THESE KEY FACTORS IN THE SKYROCKETING RATES OF CELLPHONE AND INTERNET USAGE. IN TRINIDAD, FOR EXAMPLE, 53 PER CENT OF THE POPULATION HAD A CELLPHONE IN 2005 - AND THAT FIGURE HAS ALMOST CERTAINLY CONTINUES TO GROW.

SO THESE ARE THE MAIN FACTORS THAT WE SEE INFLUENCING THE WORLD TODAY. YES, THEY PRESENT US WITH SOME CHALLENGES - BUT THEY ALSO OFFER UNPRECEDENTED OPPORTUNITIES TO ACHIEVE NEW LEVELS OF GROWTH AND PROSPERITY. AND WITH WELL-ESTABLISHED OPERATIONS IN SOME 50 COUNTRIES, WE BELIEVE THAT SCOTIABANK IS UNIQUELY POSITIONED TO CAPITALIZE ON THE EVER-EXPANDING BENEFITS OFFERED BY A MORE GLOBAL WORLD.

INCREASINGLY, SCOTIABANK, AND THE INTERNATIONAL BANK IN PARTICULAR, ARE THINKING AND ACTING GLOBALLY AND EMBRACING CHANGE - TAKING GOOD IDEAS AND RESOURCES FROM ONE PART OF THE BANK AND LEVERAGING THEM IN OTHERS.

WE ARE GRADUALLY BREAKING DOWN BARRIERS AND MOVING AWAY FROM THE TRADITIONAL, HIERARCHICAL CORPORATE MODEL TO A BROADER, MORE LATERAL NETWORK OF TEAMS - WORKING TOGETHER ACROSS COUNTRIES, DIVISIONS AND BUSINESS LINES -- SHARING INFORMATION, LEVERAGING BEST PRACTICES, AND LEARNING FROM EACH OTHER.

A GREAT EXAMPLE OF LATERAL TEAMWORK WAS EVIDENT IN PERU LAST YEAR, WHEN WE TOOK CONTROL OF TWO BANKS AND MERGED THEM. WE HAD MORE THAN 50 SCOTIABANKERS FROM OTHER COUNTRIES - EXPERTS IN EVERYTHING FROM FINANCE

TO SYSTEMS TO MARKETING -- ON THE ACQUISITION AND INTEGRATION TEAM.

AS ANOTHER EXAMPLE, WE'RE TAKING OUR CORE BANKING SYSTEM IN CHILE - CALLED DATAPRO - AND BUILDING IT OUT TO EL SALVADOR, COSTA RICA AND PANAMA - WITH THE HELP OF A LATERAL TEAM SPANNING SIX COUNTRIES [PERU, CHILE, MEXICO, COSTA RICA, EL SALVADOR AND CANADA].

EACH COUNTRY WHERE WE OPERATE BENEFITS FROM HAVING THE COLLECTIVE STRENGTH OF THE ENTIRE SCOTIABANK GROUP BEHIND IT. AS A CASE IN POINT, WE WERE ABLE TO LEVERAGE OUR TECHNOLOGY, INFRASTRUCTURE AND FINANCIAL AND HUMAN RESOURCES TO STANDARDIZE OUR GLOBAL WEB PRESENCE. NEXT TIME YOU ARE ON THE INTERNET, HAVE A LOOK AT THE HOME PAGE FOR SCOTIABANK TRINIDAD AND TOBAGO. THEN HAVE A LOOK AT THE WEBSITES

OF SOME OF OUR OTHER GLOBAL OPERATIONS. THEY ALL HAVE A VERY SIMILAR LOOK AND FEEL. ONE CANADIAN BANK ANALYST RECENTLY SAID THE WEBSITES FOR OUR CARIBBEAN SUBSIDIARIES WERE THE BEST HE HAD SEEN.

WE ALSO USE OUR COLLECTIVE RESOURCES TO DEVELOP HIGH-IMPACT MARKETING AND SPONSORSHIP PROGRAMS - SUCH AS NEXT MONTH'S WORLD CUP OF CRICKET.

AND WE'RE CAPITALIZING ON OUR STRONG PRESENCE IN ALL THREE NAFTA COUNTRIES. EMPLOYEES IN MEXICO, CANADA AND THE UNITED STATES ARE WORKING TOGETHER TO OFFER THEIR CORPORATE AND INVESTMENT BANKING CLIENTS A UNIFIED NAFTA PLATFORM OF SERVICES - A DISTINCT COMPETITIVE ADVANTAGE THAT VERY FEW OTHER BANKS CAN MATCH.

IN THE END, IT ALL COMES DOWN TO PEOPLE. ALTHOUGH THE WORLD, AND THE WAY WE WORK AND DO BUSINESS HAS CHANGED DRAMATICALLY OVER 175 YEARS, WHAT HAVE REMAINED CONSTANT, AND SUSTAINED OUR SUCCESS, ARE OUR CORE VALUES - INTEGRITY, RESPECT, COMMITMENT, INSIGHT AND SPIRIT - AND OUR CORE STRENGTHS - CUSTOMER SATISFACTION, COST CONTROL, RISK MANAGEMENT, DIVERSIFICATION, EXECUTION - AND, ESPECIALLY, OUR GREAT TEAM OF PEOPLE.

AT SCOTIABANK, OUR EMPLOYEES LIVE BY THE MOTTO "ONE TEAM, ONE GOAL." IT'S ALL ABOUT TEAMWORK - WORKING TOGETHER FOR THE BENEFIT OF ALL OF OUR STAKEHOLDERS. OUR ULTIMATE VISION IS TO BE RECOGNIZED AS A TRULY GLOBAL FINANCIAL INSTITUTION - THE BEST BANK IN EVERY MARKET IN WHICH WE OPERATE -- AND WE'LL DO THAT BY FULFILLING OUR CORE PURPOSE - WHICH IS TO BE THE BEST AT

HELPING OUR CUSTOMERS BECOME FINANCIALLY BETTER OFF
BY PROVIDING RELEVANT SOLUTIONS TO THEIR UNIQUE
NEEDS.

YOU KNOW ALL ABOUT THIS NEW WORLD OF RAPID, DRAMATIC
CHANGE, RIGHT HERE IN TRINIDAD & TOBAGO. TRINIDAD
CONTINUES TO EMERGE AS A THRIVING, DYNAMIC COUNTRY
WITH ALL SORTS OF AVENUES FOR GROWTH ON THE BANKING
SCENE. THERE HAS BEEN CONSTANT SPECULATION ABOUT THIS
BANK OR THAT BANK BEING BOUGHT OR SOLD.

THESE RUMOURS SHOULD BE TAKEN WITH A GRAIN OF SALT.
OUR LONGSTANDING POLICY AS A BANK IS THAT WE DO NOT
COMMENT ON ANY DEALS UNLESS WE HAVE SOMETHING
CONCRETE TO ANNOUNCE.

ONE THING MUST BE STRESSED - SCOTIABANK TRINIDAD & TOBAGO IS A GREAT PART OF OUR INTERNATIONAL FRANCHISE. WE ARE DEEPLY COMMITTED TO OUR BANK HERE, AS I KNOW YOU ARE. IT IS VERY IMPORTANT THAT SCOTIABANK TRINIDAD & TOBAGO IS NOT ONLY AN INTERNATIONAL BANK, BUT A LOCAL TRINIDADIAN BANK WITH LOCAL TRINIDADIAN SHAREHOLDERS.

IN CONCLUSION - THE WORLD CONTINUES TO CHANGE RAPIDLY - AND THERE WILL BE CHALLENGES AS WE ADAPT TO NEW WAYS OF THINKING AND DOING THINGS. BUT THERE IS ALSO REASON FOR TREMENDOUS OPTIMISM THAT THE FORCES OF GLOBALIZATION, TECHNOLOGY AND DEMOGRAPHIC CHANGE WILL ALSO LEAD TO GREATER CO-OPERATION AND INNOVATION THAT WILL BENEFIT MORE PEOPLE - AND, IN SHORT, CREATE A BETTER WORLD FOR ALL OF US TO SHARE.

AS FOR SCOTIABANK - WE BELIEVE THAT OUR GLOBAL NETWORK, LINKED BY TECHNOLOGY AND THE COLLECTIVE EFFORTS OF OUR GREAT TEAM, WILL MEET THE CHALLENGES AND OPPORTUNITIES THESE CHANGES REPRESENT. WE REMAIN CONFIDENT THAT WE WILL CONTINUE OUR 175-YEAR HISTORY OF SUCCESS FOR ANOTHER 175 YEARS, AND MORE.

THANK YOU.