



Scotiabank Trinidad and Tobago Limited

38th Annual Meeting of Shareholders

Hilton Trinidad & Conference Centre

Friday 22nd February 2008



Operations in 2007



- Our key Strategic Initiatives
- Efforts to enhance the Customer Experience
- Development of our Human Resource Capital
- 2007 Financial Performance Metrics
- Community Involvement
- International Recognition
- Direction for 2008

Core Purpose



**To be the best
at helping customers
become financially better off
by providing
relevant solutions
to their unique needs.**

Core Values



- Integrity
- Respect
- Commitment
- Insight
- Spirit

The Scotia Way



Customer comes first

Team is everything

We empower our people

**Proud to serve our
Communities**

Strategic Initiatives



Driving sustained, profitable growth

CUSTOMER



Sales & Service



Complementary Businesses



Efficiency Platform



Acquisitions

People



Customer Experience



2007 Customer Satisfaction and Loyalty Survey



72%

 OneTeamOneGoal

Human Resources



Human Resources



Employer of Choice



Town Hall Meetings

January to May, 2007



31 Meetings = 6 per month



94%

38th Annual Meeting of Shareholders, February 22nd, 2008



Occupational Safety and Health Act



Occupational Safety and Health Act



National Safety Week Competition



Leadership Development



5 Workshops - 64 Employees



Fundamentals of Coaching Excellence Programme



**2007
40 Managers**

**2008
70 Managers**



133 Trainees



- Operations and Service
- Personal Banking
- Credit
- Small Business
- Account Management
- Finance
- Branch Management

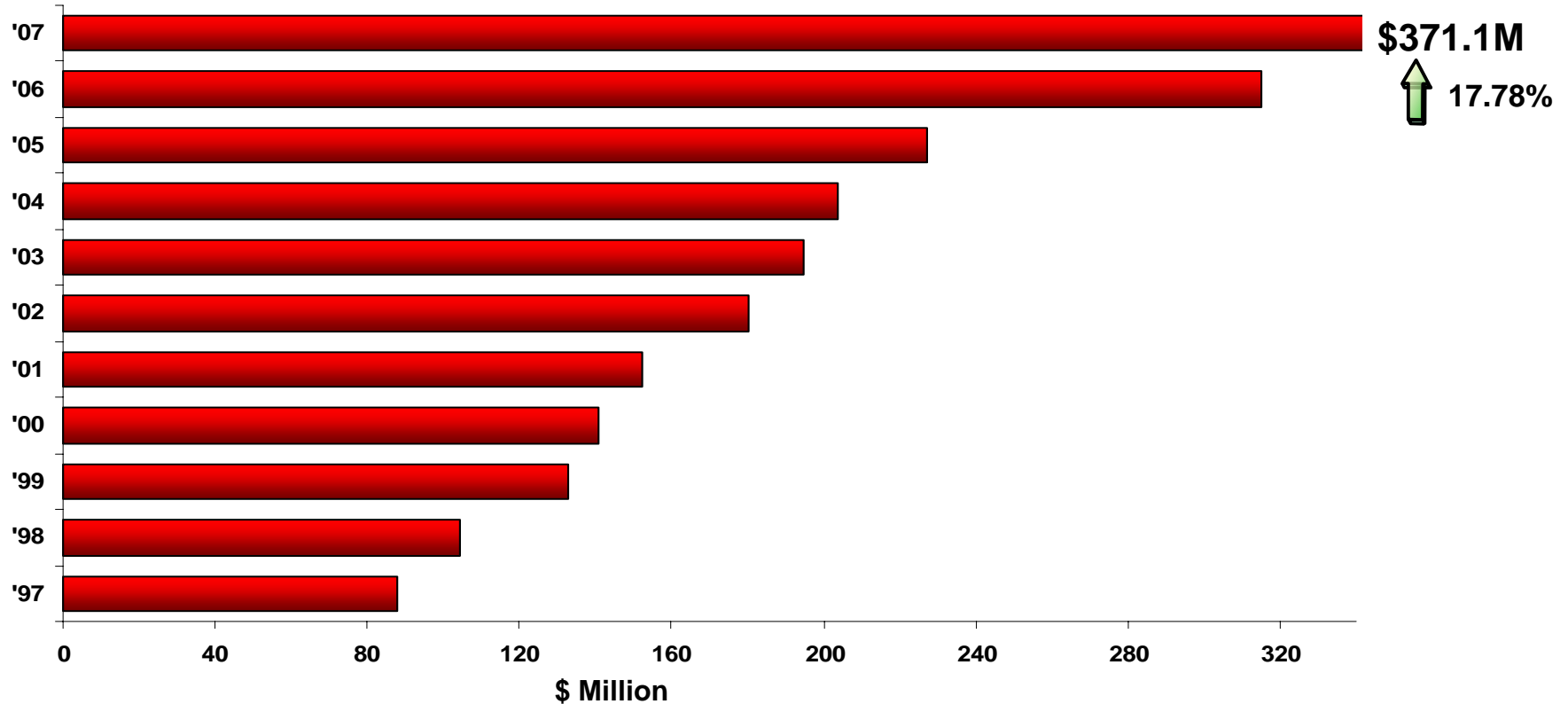
Financials



Consolidated Profits After Tax



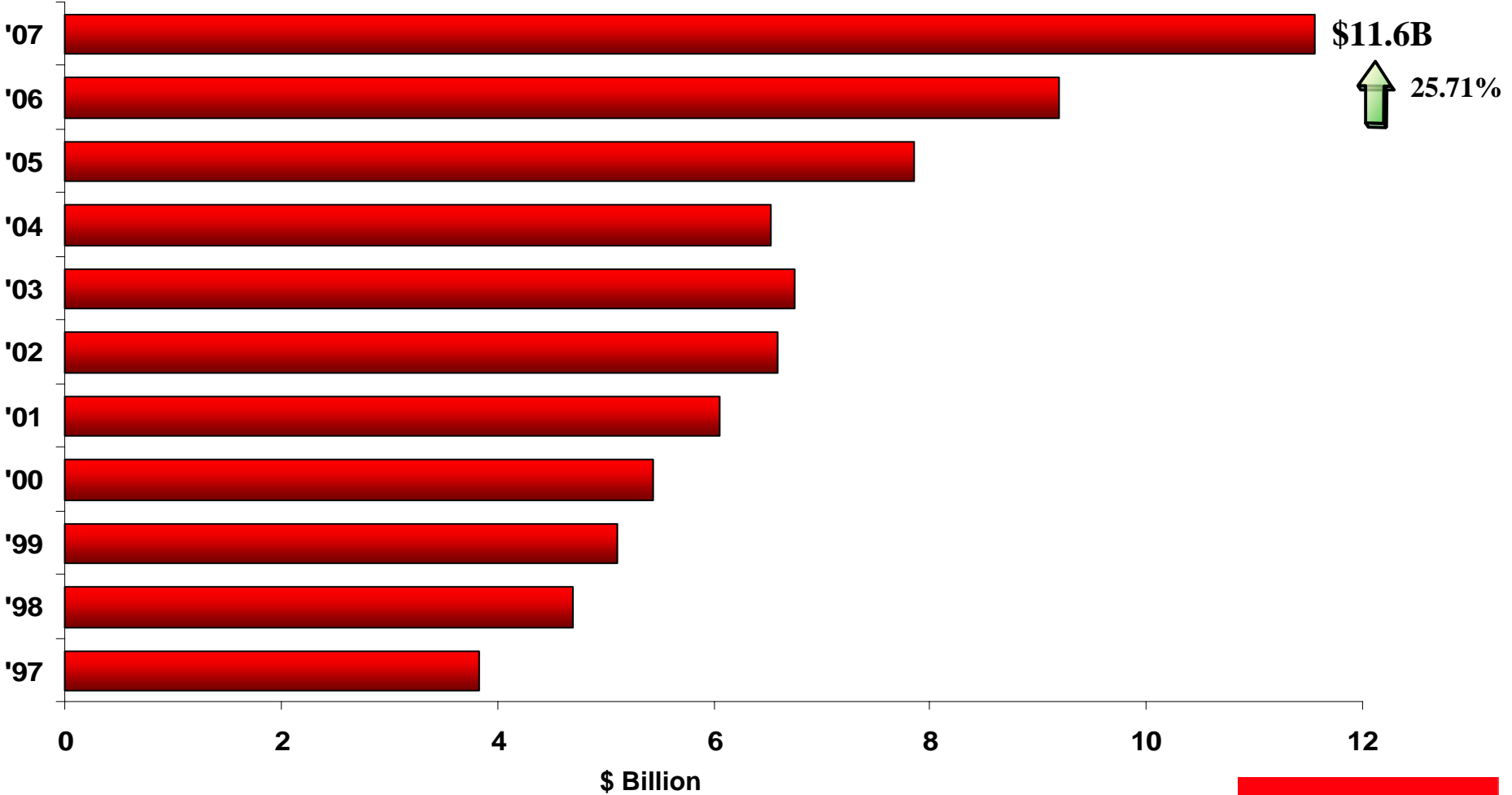
10 year Compounded Annual Growth Rate(CAGR) 15.52%



Strong Balance Sheet

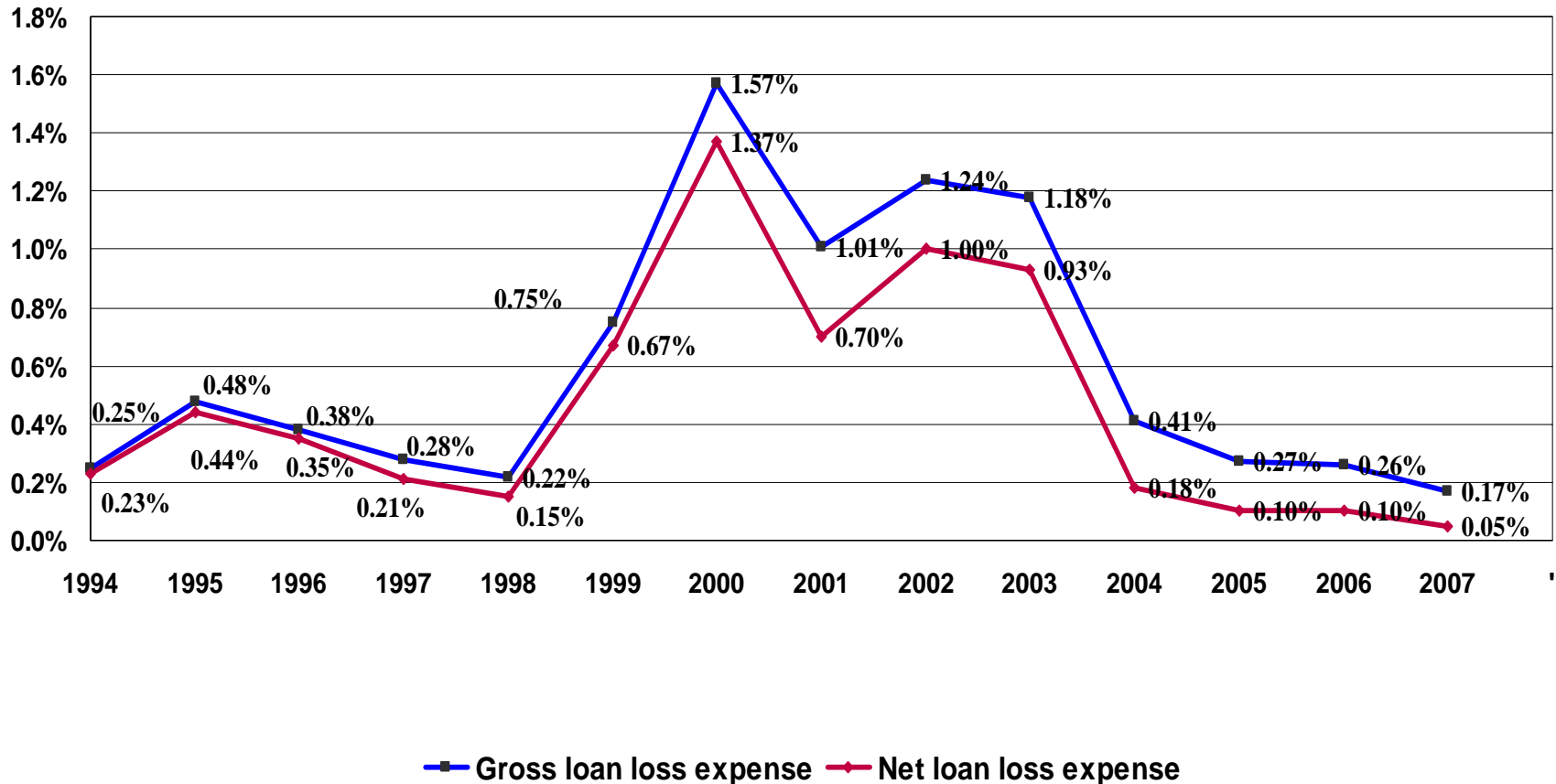


10 Year CAGR 11.67%

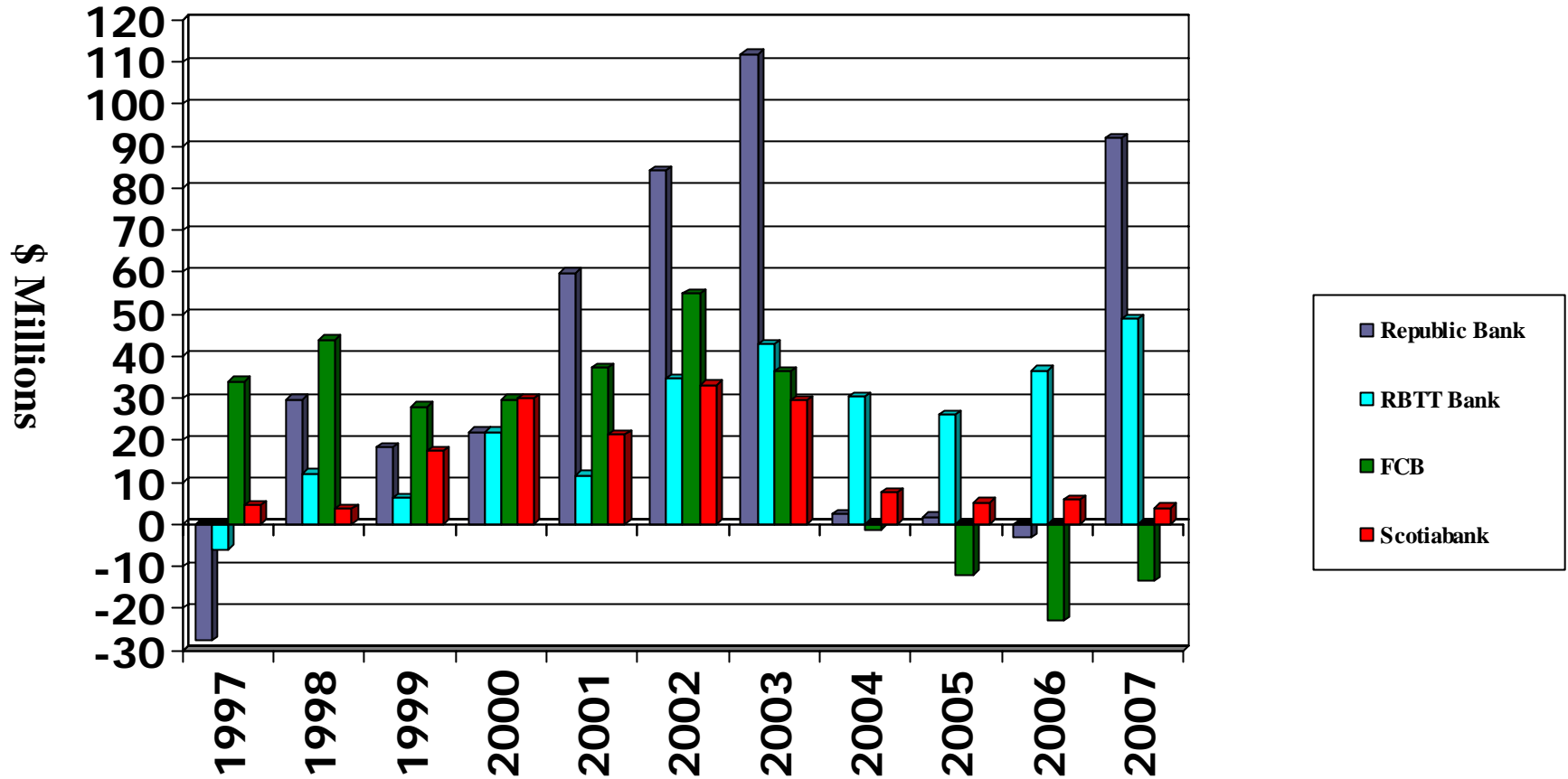


- **Policy Sales increased from 3,167 to 5,684 (79%)**
- **Profit After Tax increased from \$7.05 Million to \$26.03 Million (269%)**
- **ScotiaLife accounted for 7.02% of Group Net Income (2006 – 2.24%)**

Loan Loss Expense



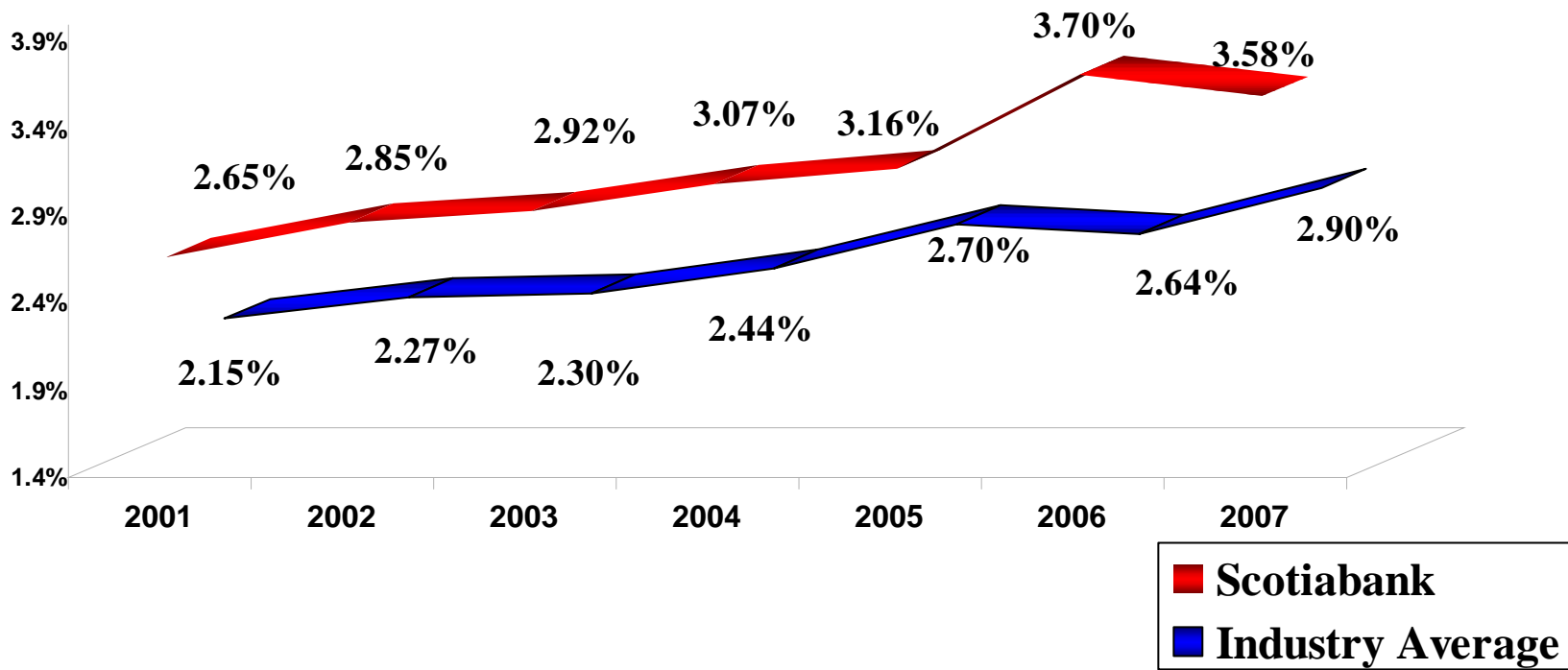
Industry Loan Loss Statistics



Performance Ratios



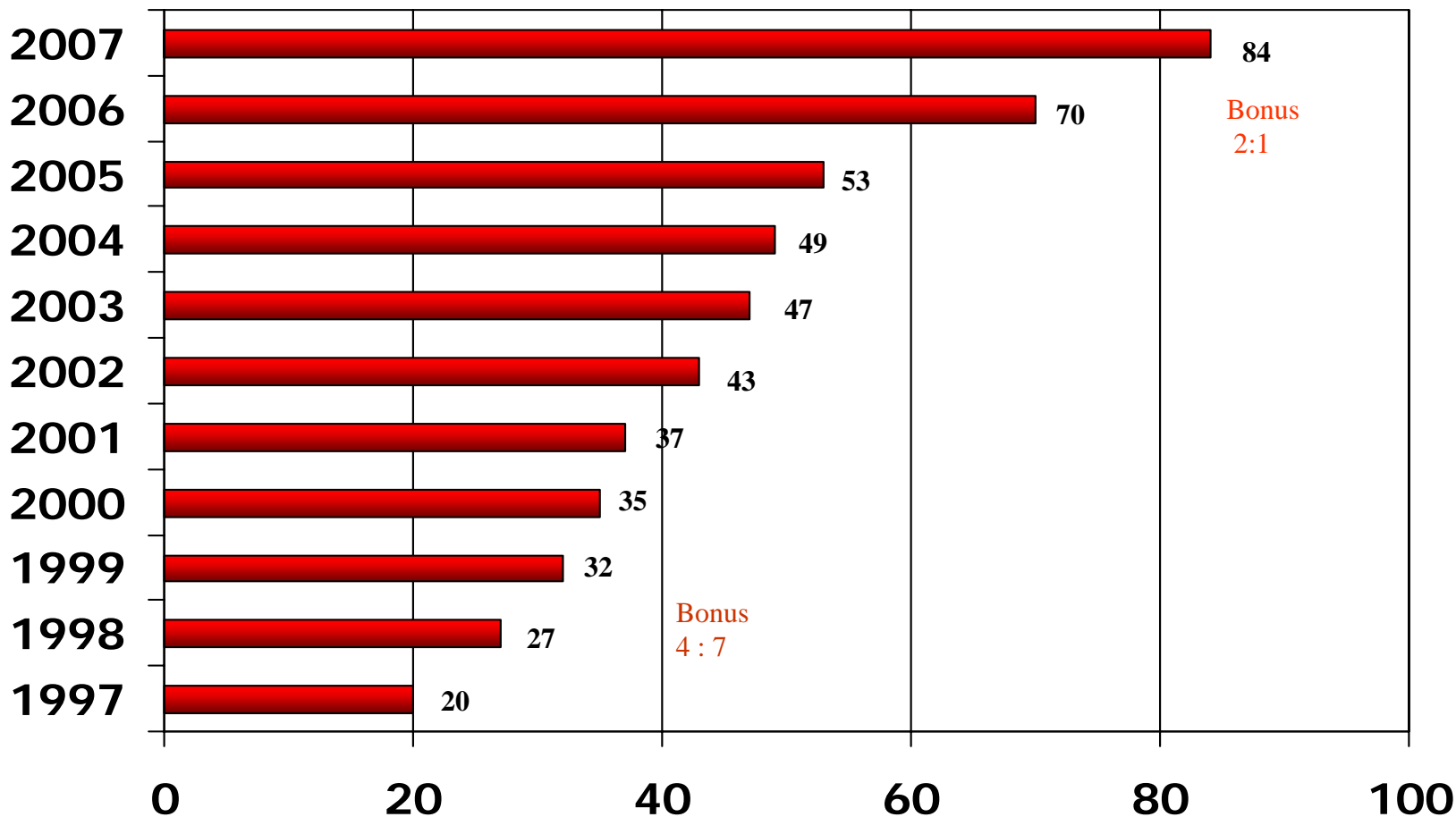
Return on Assets



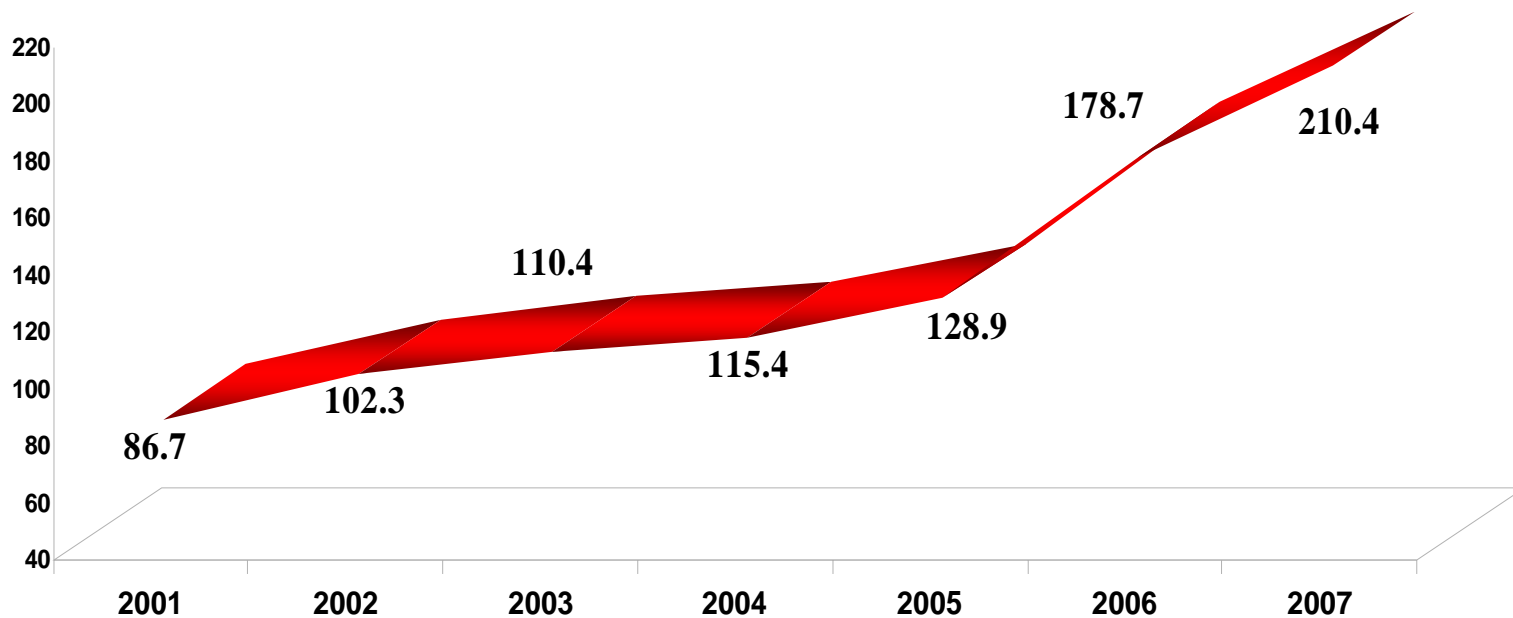
Consistent Dividend Growth



10 Year CAGR 15.24%



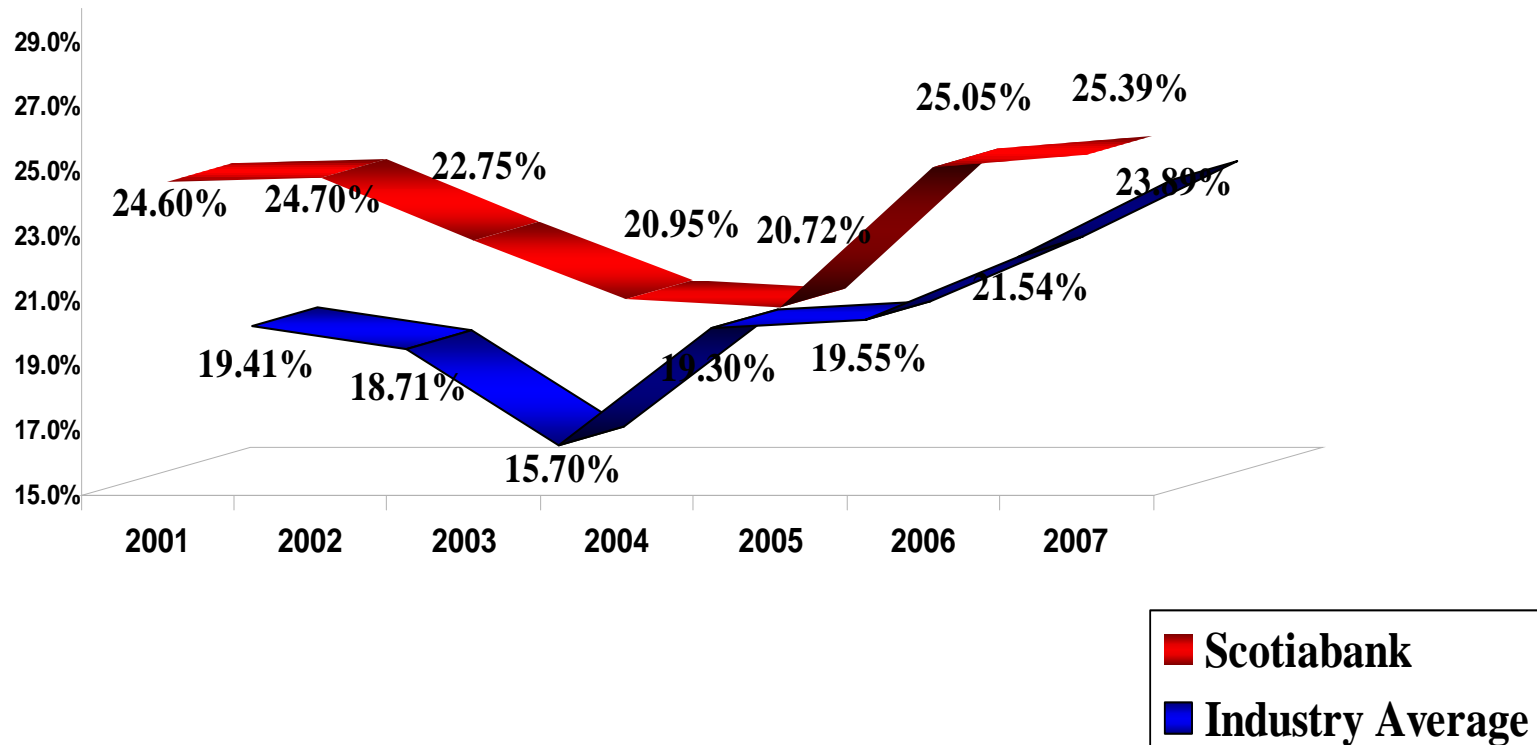
Earnings per Share



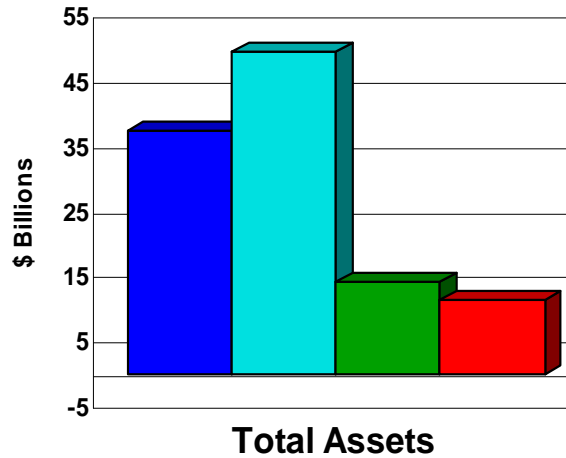
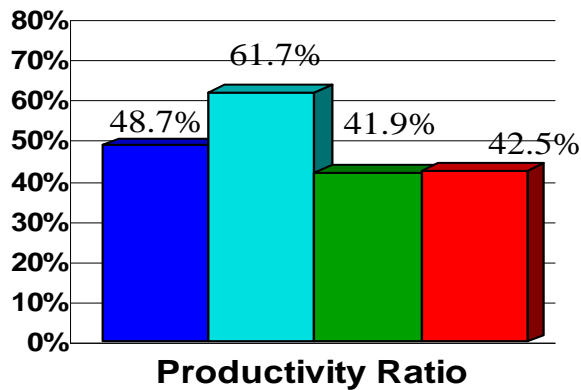
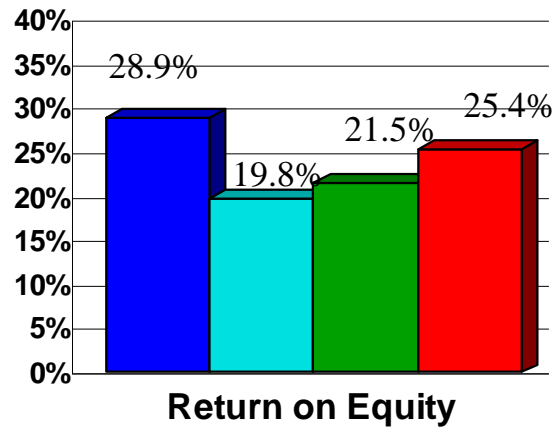
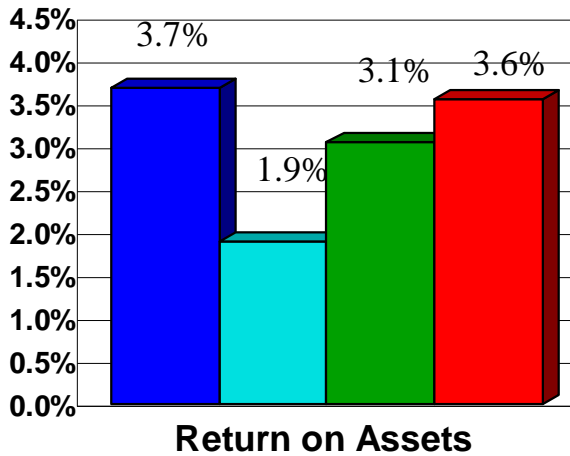
Performance Ratios



Return on Equity



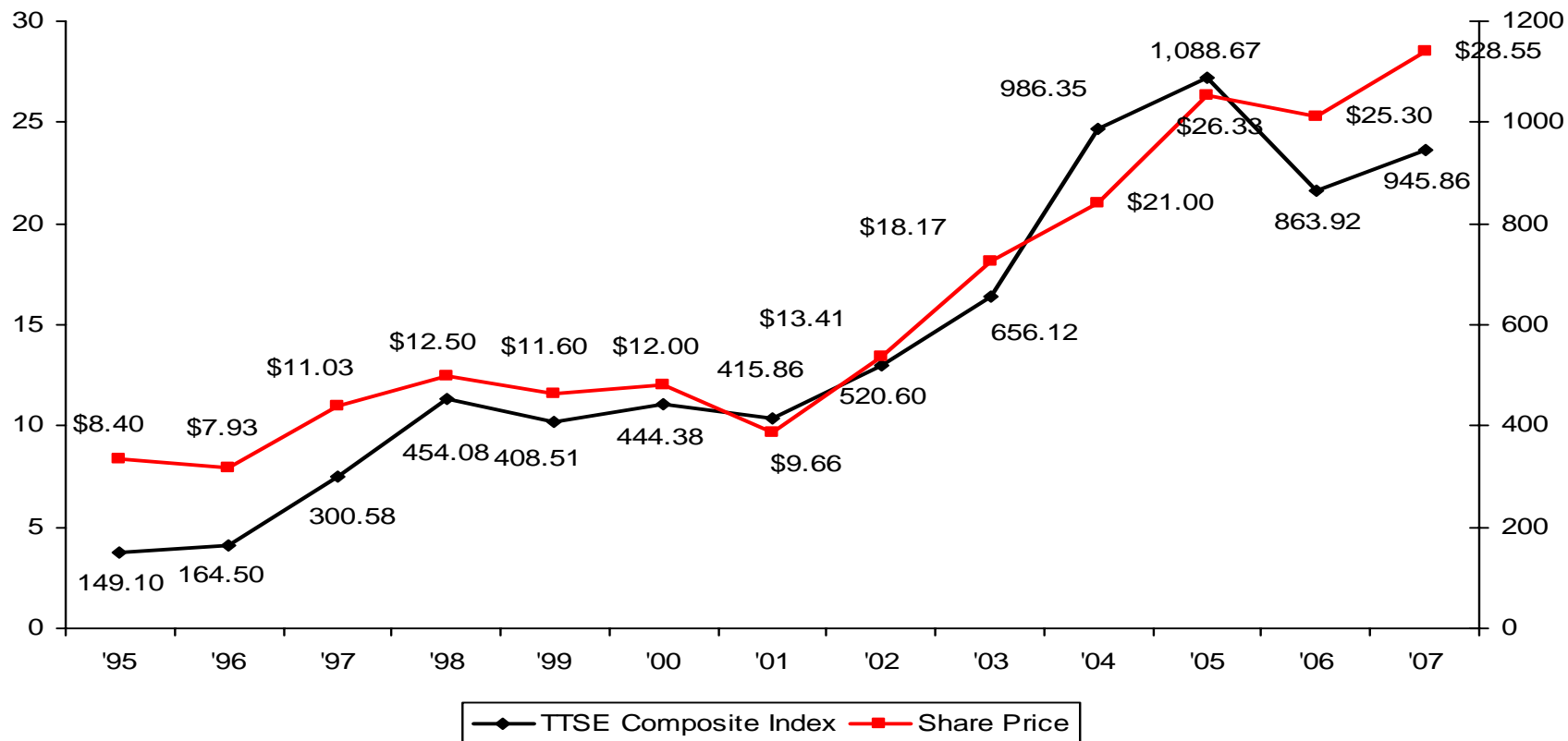
Industry's Performance Measures



- Republic
- RBTT
- FCB
- Scotia



Scotiabank's Share Price Trend

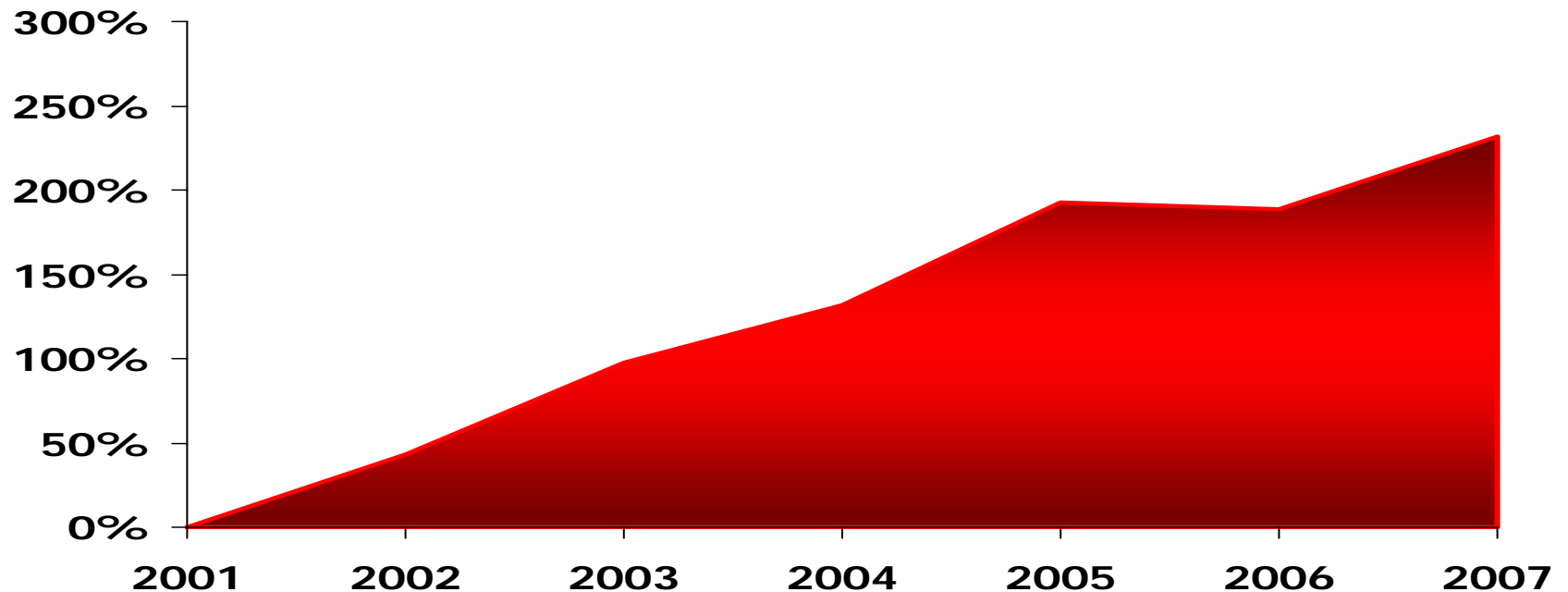


Return to Shareholders



Share price appreciation plus dividends received

6 year CAGR 22.10%



Corporate Social Responsibility



Corporate Social Responsibility



Scotiabank Women Against Breast Cancer



WOMEN AGAINST BREAST CANCER

Scotiabank

BREAST CANCER FORUM

Monday 29th October 2007
5:00p.m. to 7:00p.m.
Festival Ballroom, Crowne Plaza

Come and get all your questions on breast cancer answered by our panel of specialists, which includes:

- Dr. Anesa Ahamad** Consultant Clinical Oncologist, Adjunct Professor, MD Anderson Cancer Centre, Houston, Texas
- Dr. Kavi Capildeo** Medical Oncologist/Hematologist
- Dr. Feisal Daniel** Specialist Surgeon
- Dr. Fidel Rampersad** Radiologist

Call 625-3566 ext. 2203, 2206 or 2087 to register. Space is limited so call today.

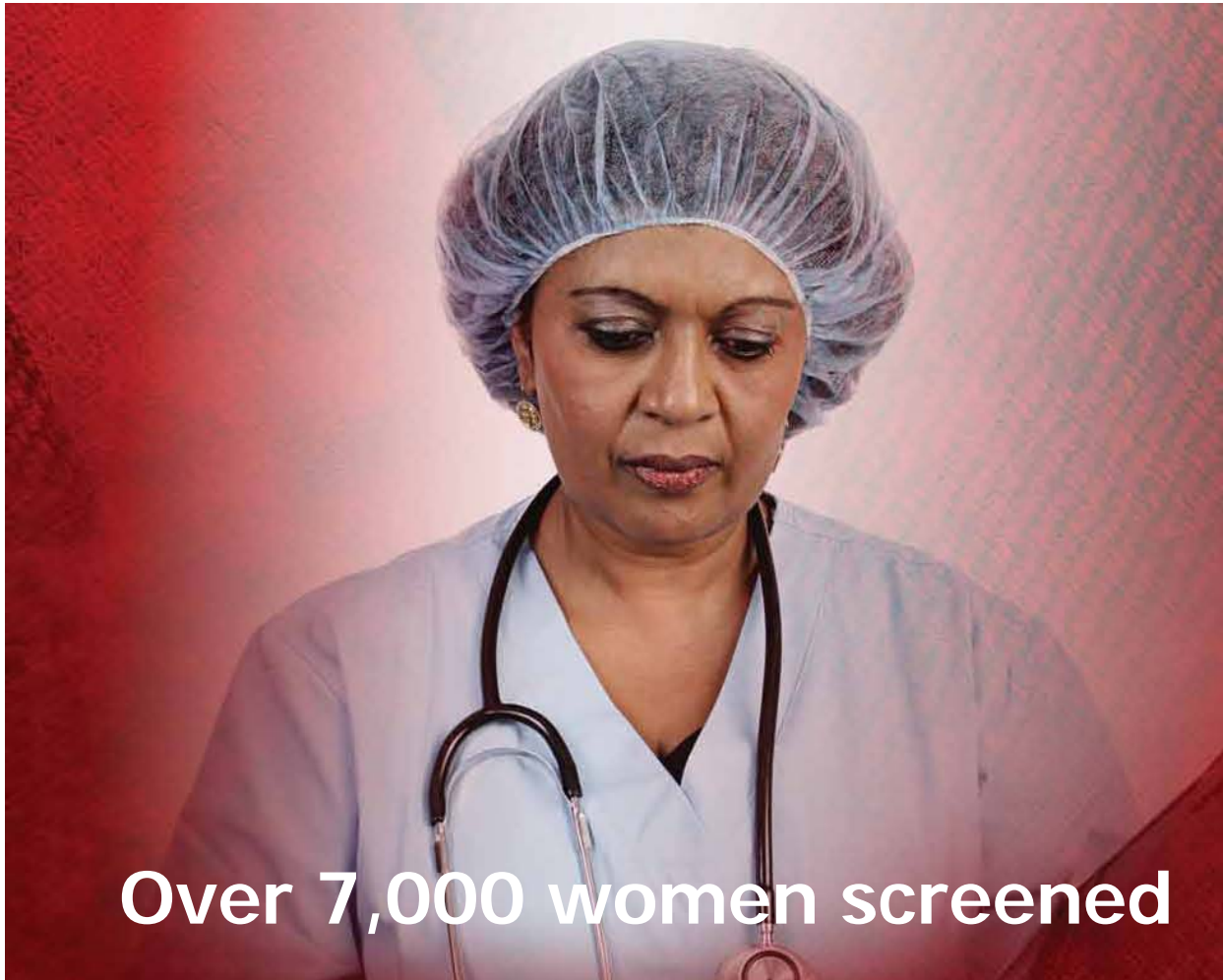
Call 62-SCOTIA (627-2684) today or log on to www.tt.scotiabank.com

IT'S FREE!

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Scotiabank Women Against Breast Cancer



Over 7,000 women screened

Scotiabank Women Against Breast Cancer



**10TH
ANNIVERSARY**



**WOMEN AGAINST
BREAST CANCER**



**5K Classic
17 May 2008**

Cricket



Cricket



ICC Cricket World Cup
WEST INDIES 2007



Scotiabank

OFFICIAL SPONSOR





The Scotiabank Trinidad and Tobago Foundation

Recognition



Key Priorities for 2008



- **Sales and Service**
- **New Branches and Automated Teller Machines**
- **Wealth Management**
- **Small Business Segment**
- **Young Adult Segment**
- **Credit Card Portfolio**

Results for Quarter 1 – November 2007 to January 2008



Record Trend Continues

Q1 2008 Results vs. Q1 2007

- Profit: \$108.6MM – up \$16.4MM
- EPS : 61.6¢ - up 17.8%
- ROE : 26.90% vs. 26.53%
- ROA : 3.60% vs. 3.78%
- Productivity : 40.21% vs. 39.60 %

Strong Capital Ratio >18.0%

Another Dividend Increase

- + 2 cents to 23 cents

Other Achievements

- Loan Growth : \$1.7 billion or 21.5% to \$9.5 billion



Thank you



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