



Scotiabank Trinidad and Tobago Limited

**40th Annual Meeting
of Shareholders**

Hilton Trinidad & Conference Centre

Friday 26th February, 2010



Scotiabank Trinidad and Tobago Limited
1954 – 2009

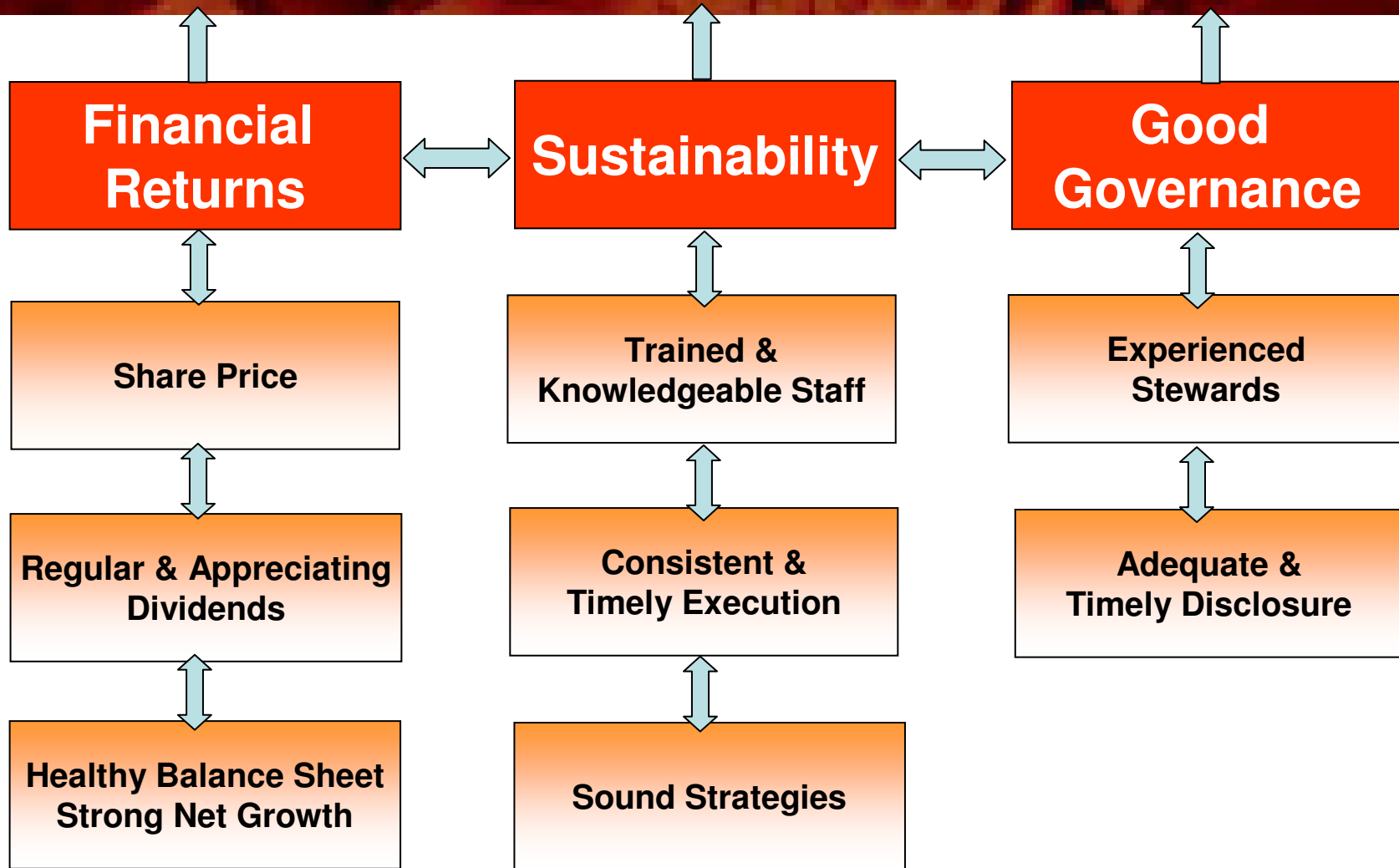
55 Years



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Shareholder Value



Financials

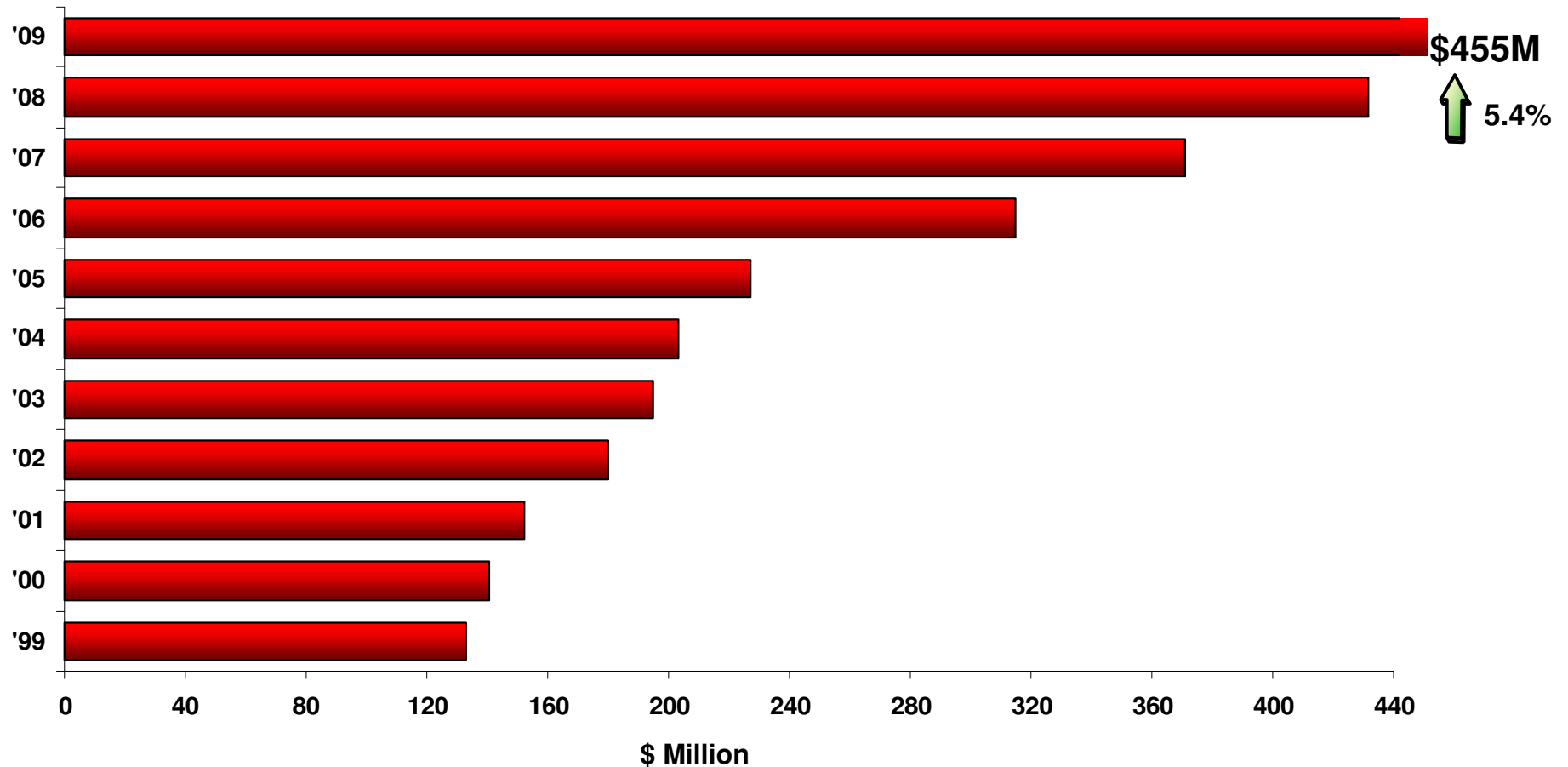


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More than a Decade of Consistent Earnings

10 year Compounded Annual Growth Rate(CAGR) 13.1 %

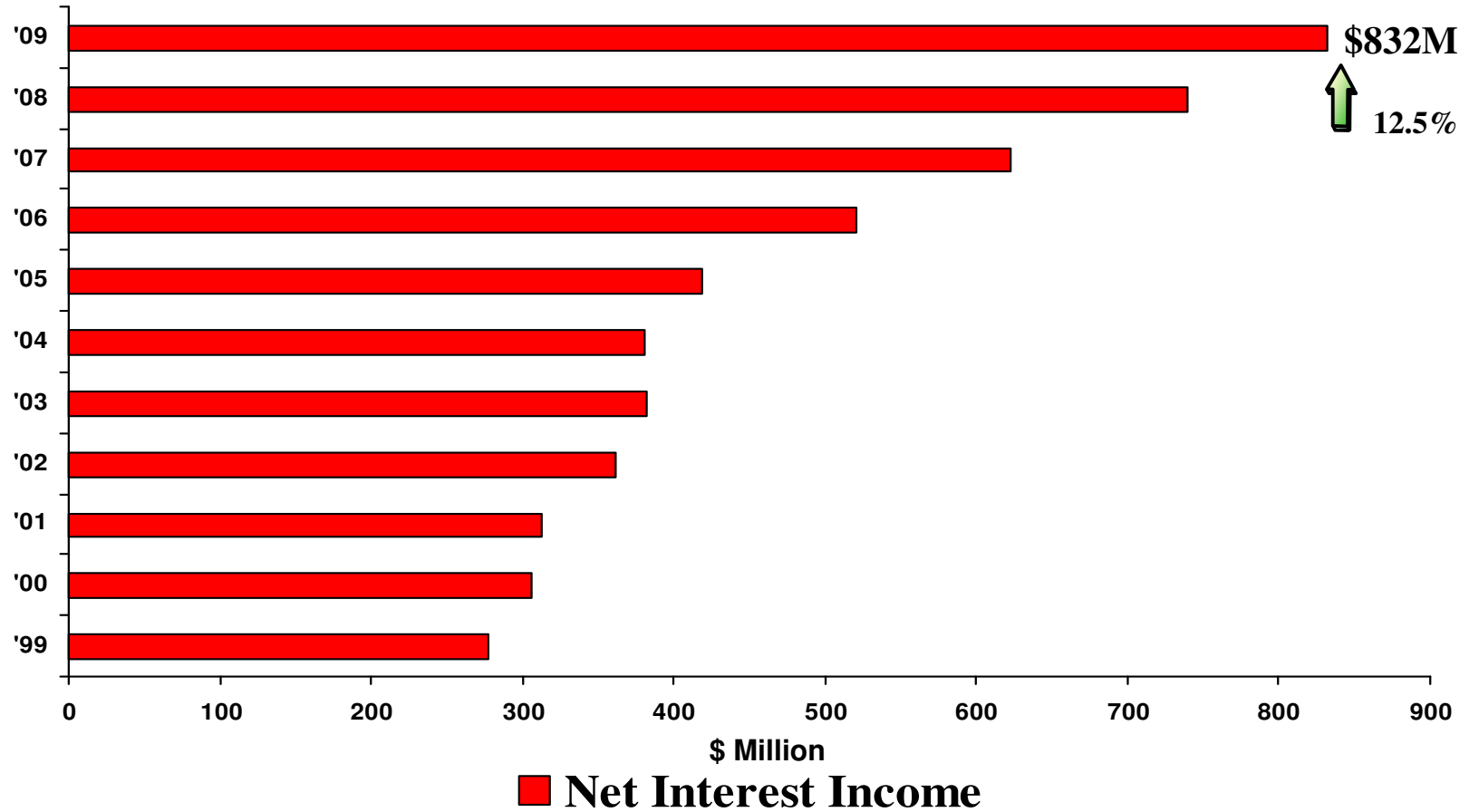


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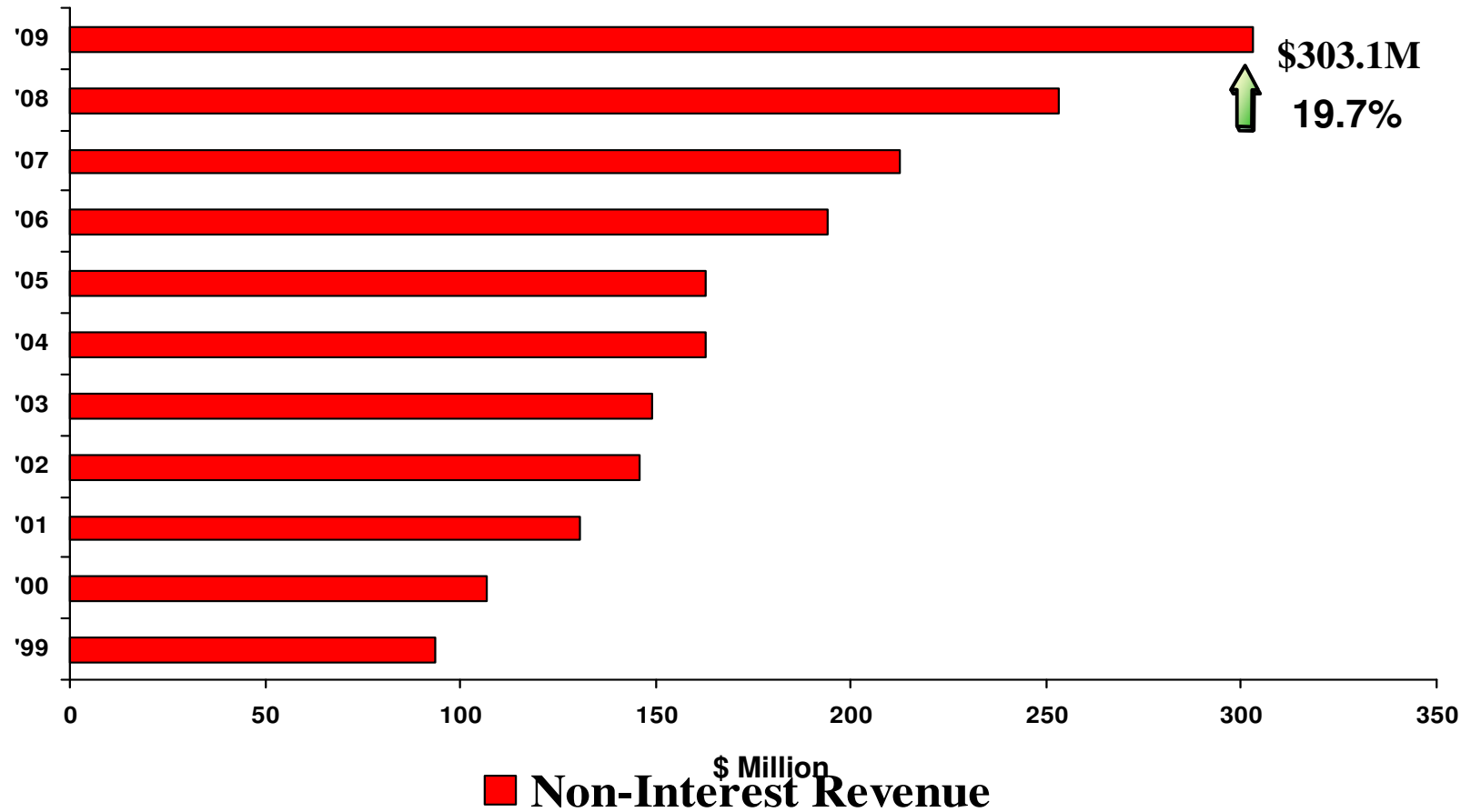
Net Interest Income

10 Year CAGR 11.6%

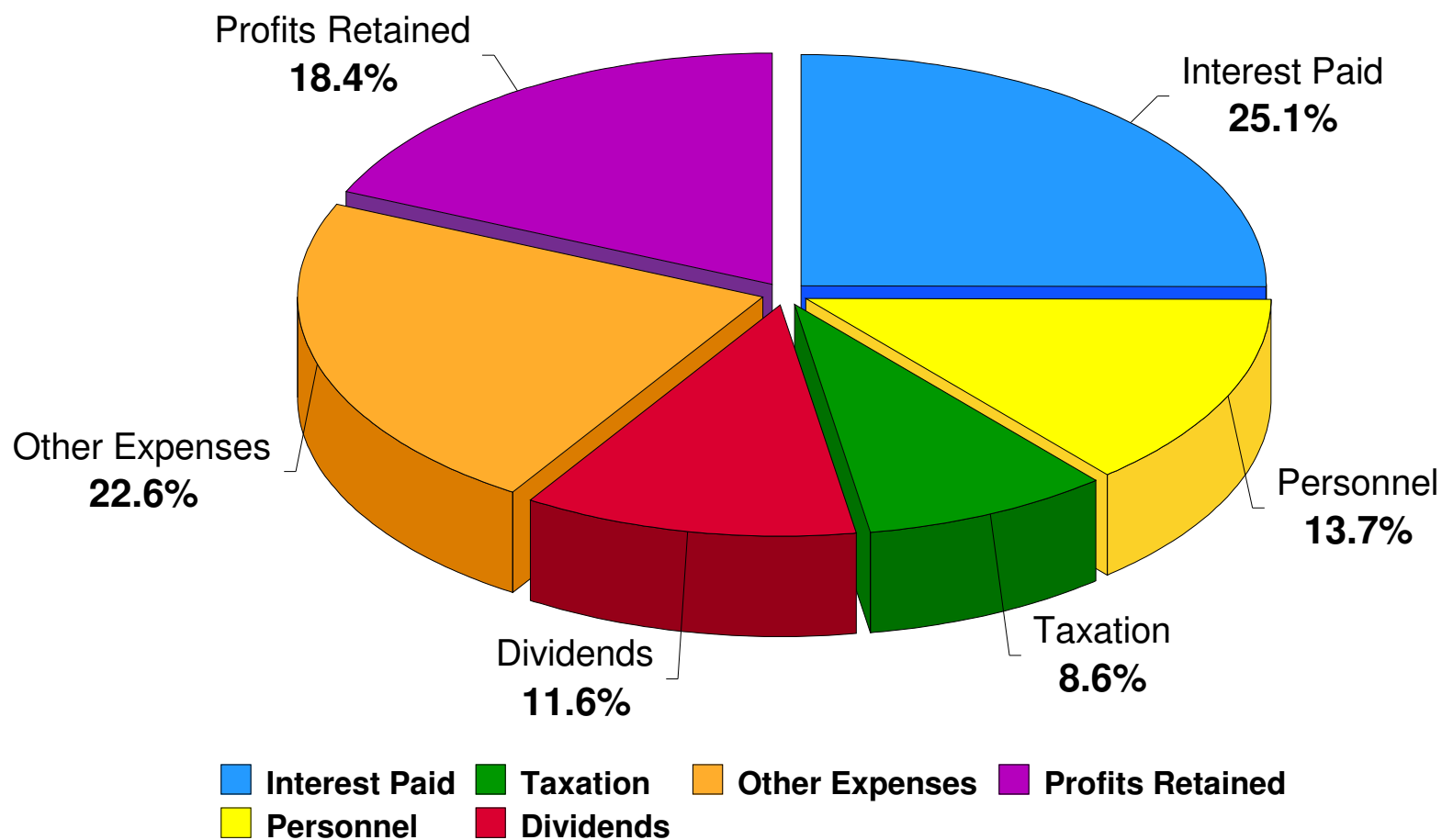


Non-Interest Income

10 Year CAGR 12.5%

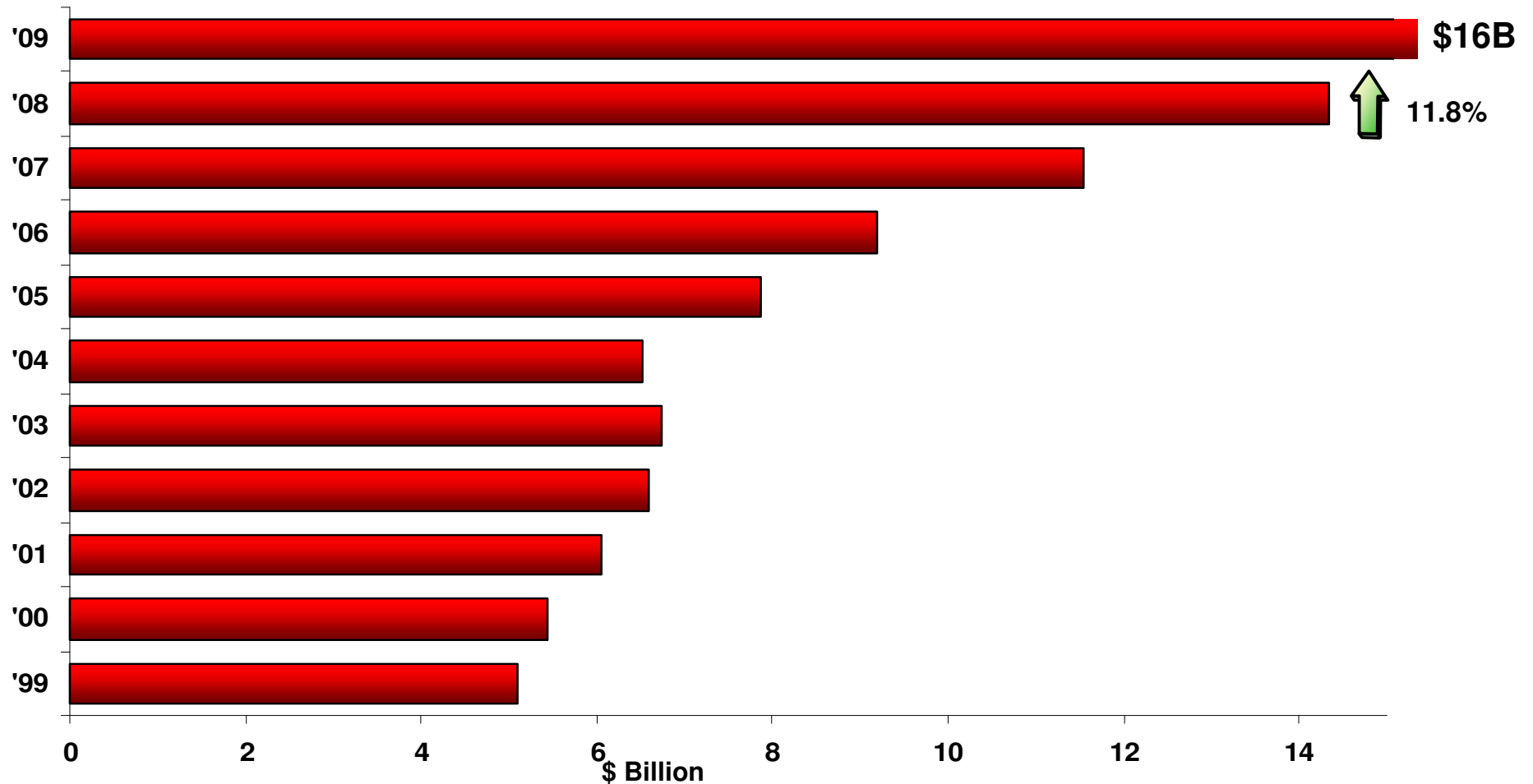


Appropriation of Income



Strong Balance Sheet

10 Year CAGR 12.1%

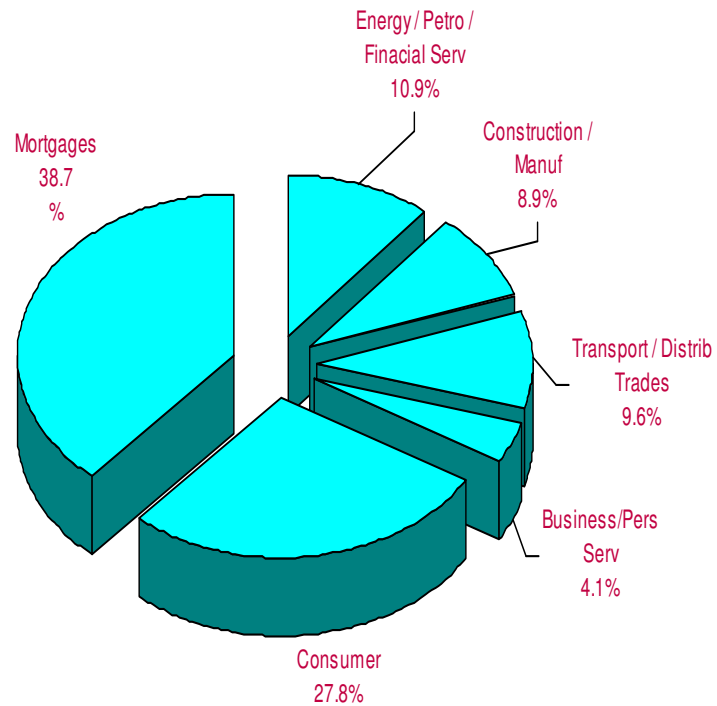


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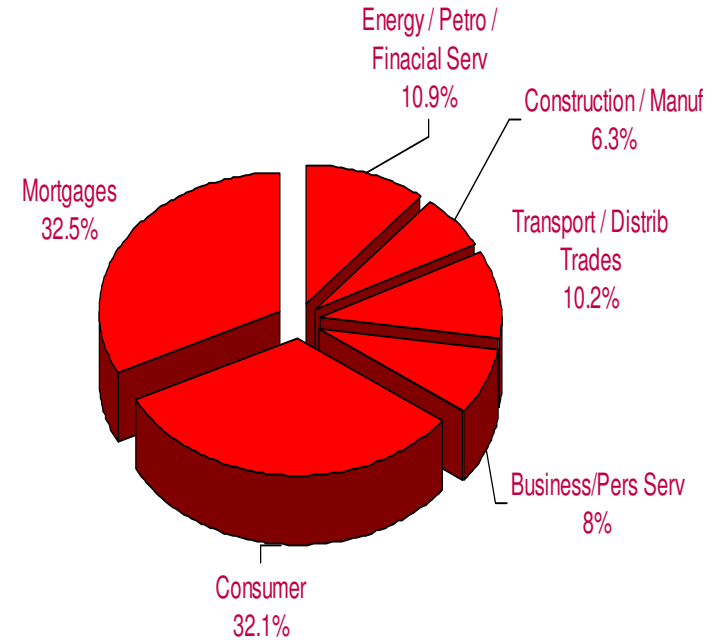


Credit Concentration

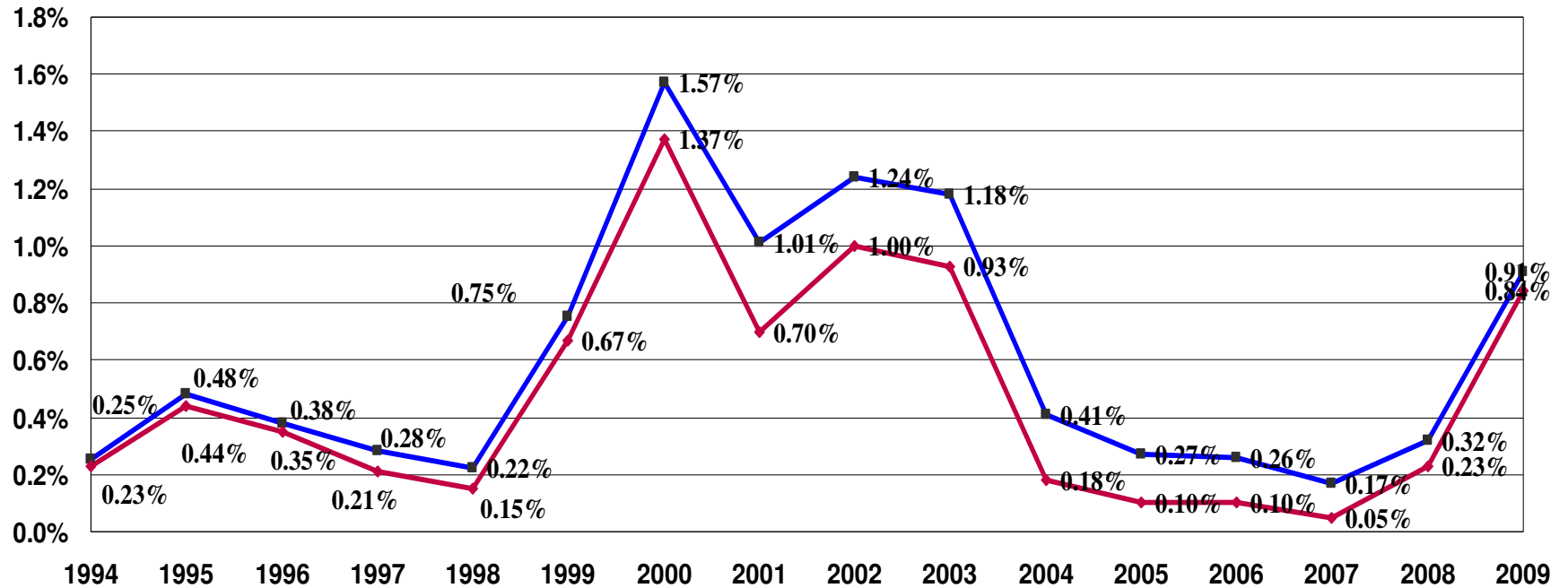
Oct 31/09



Oct 31/08

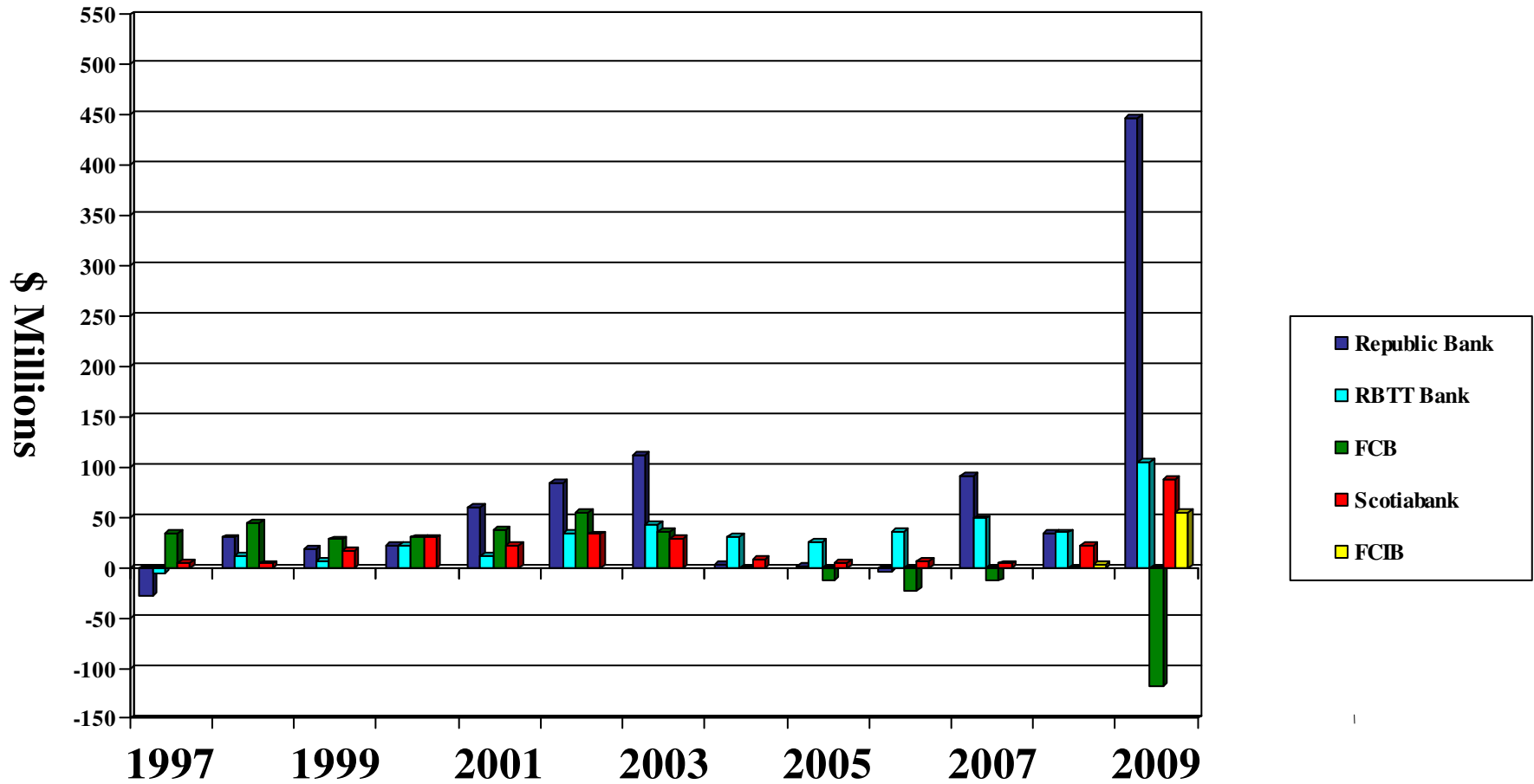


Loan Loss Expense

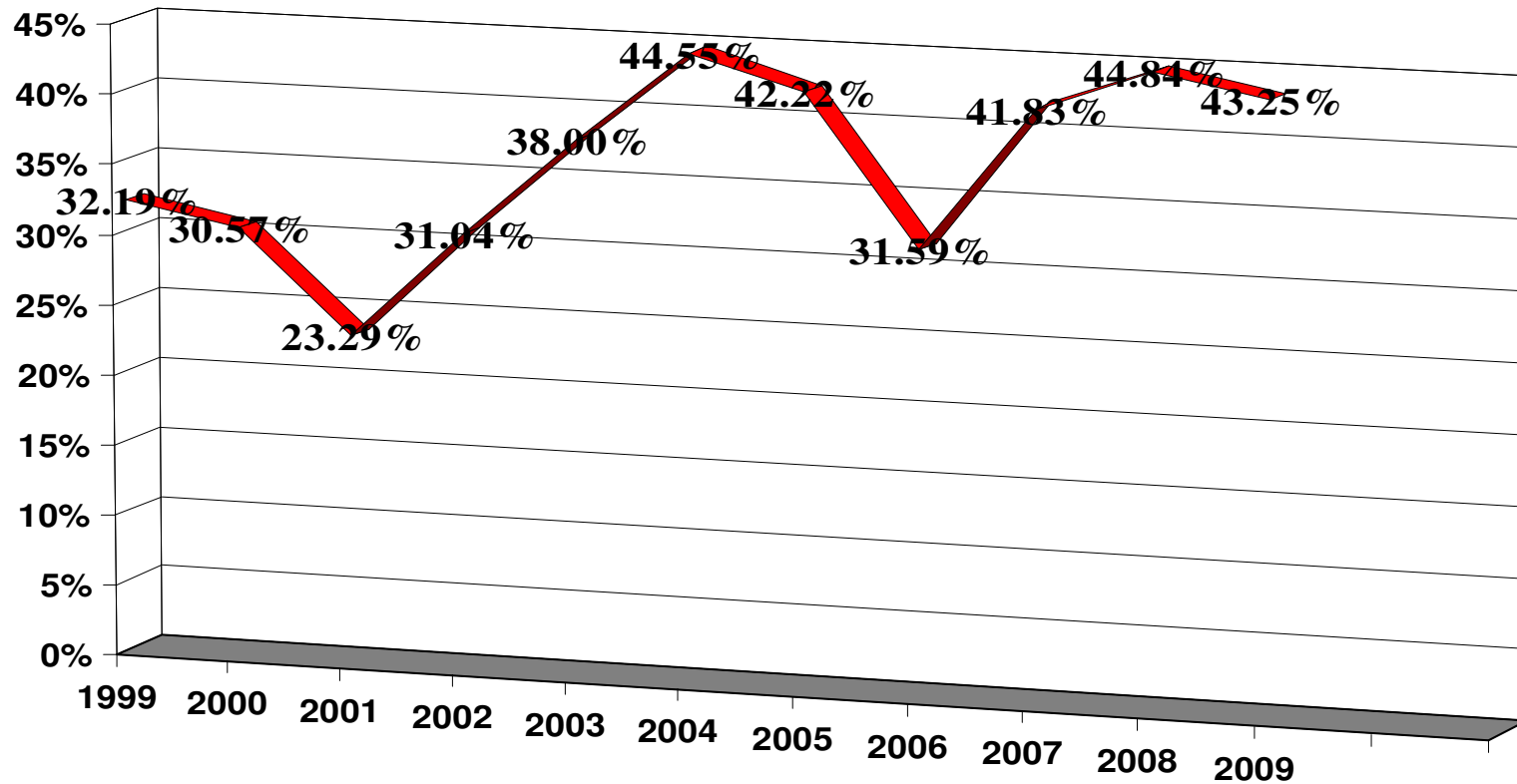


■ Gross loan loss expense ◆ Net loan loss expense

Industry Loan Loss Statistics

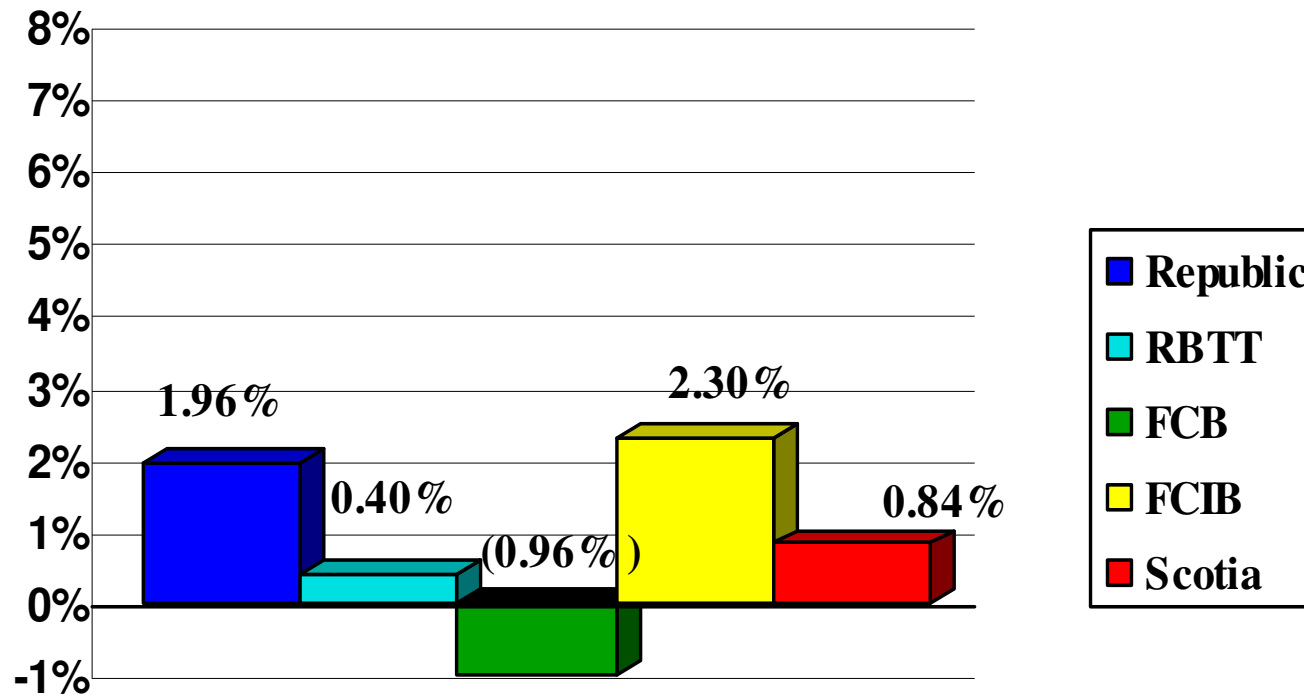


Loan Provision as a % of Non Accrual Loans

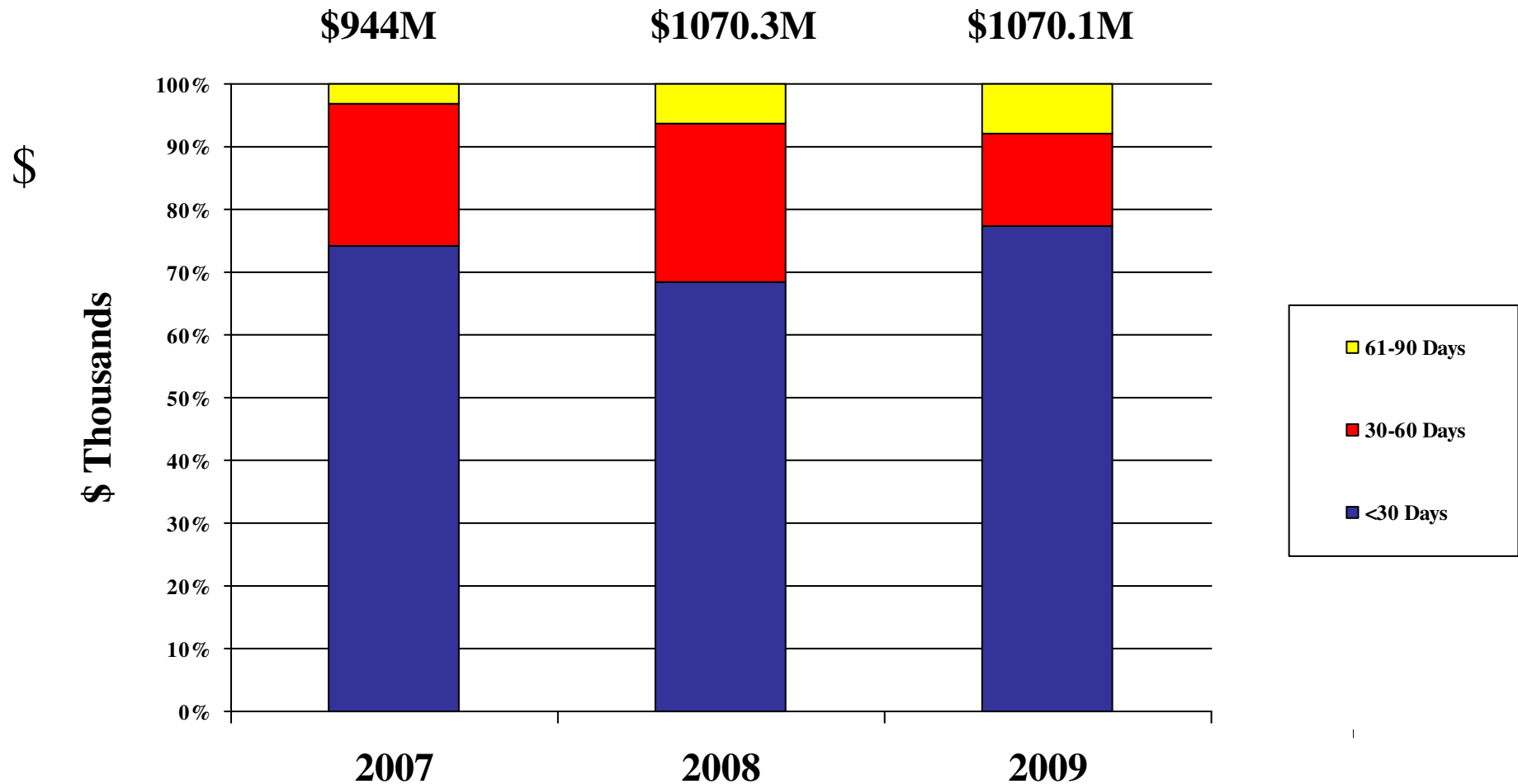


■ Prov :Nals

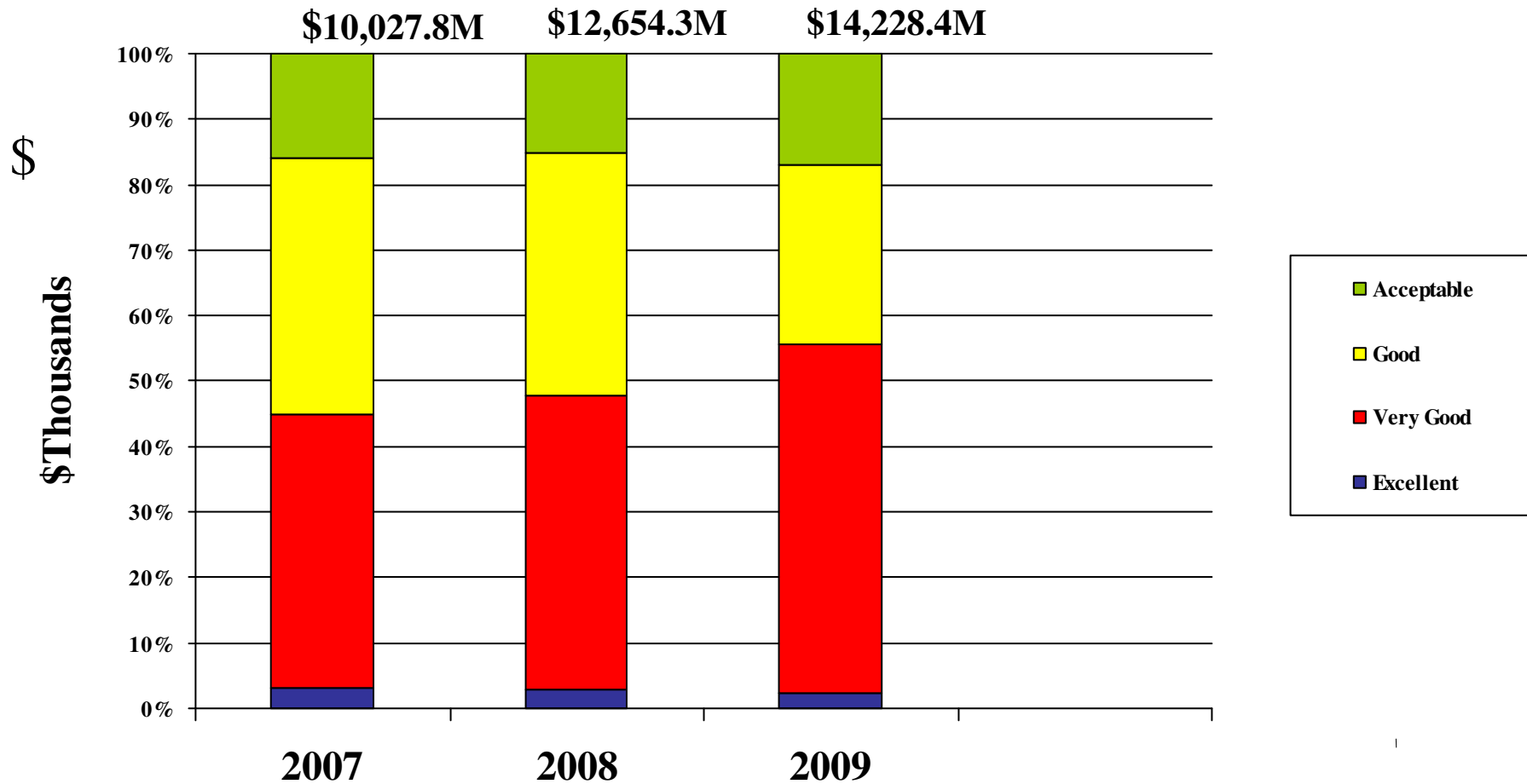
Net Loan Loss Expense as a % of Total Loans



Financial Assets Past Due But Not Impaired

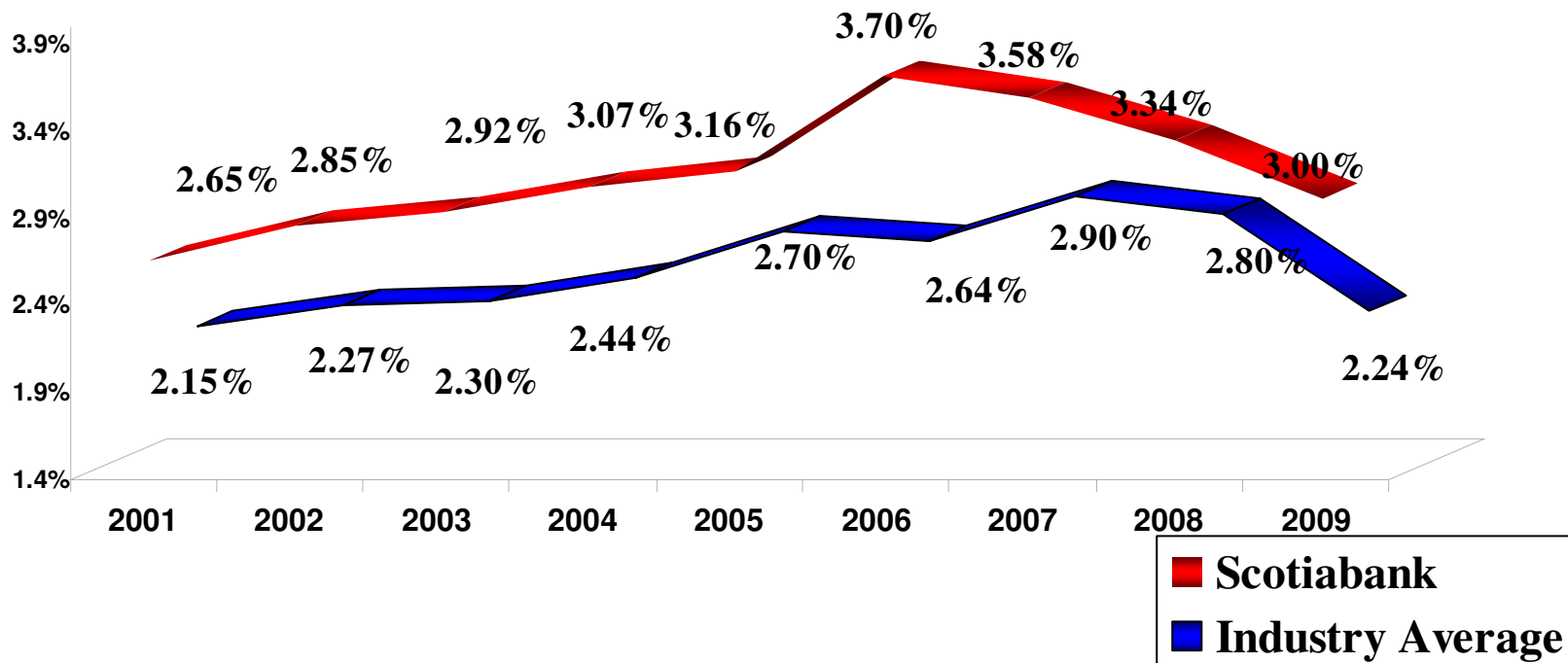


The Overall Credit Quality of Financial Assets is Good



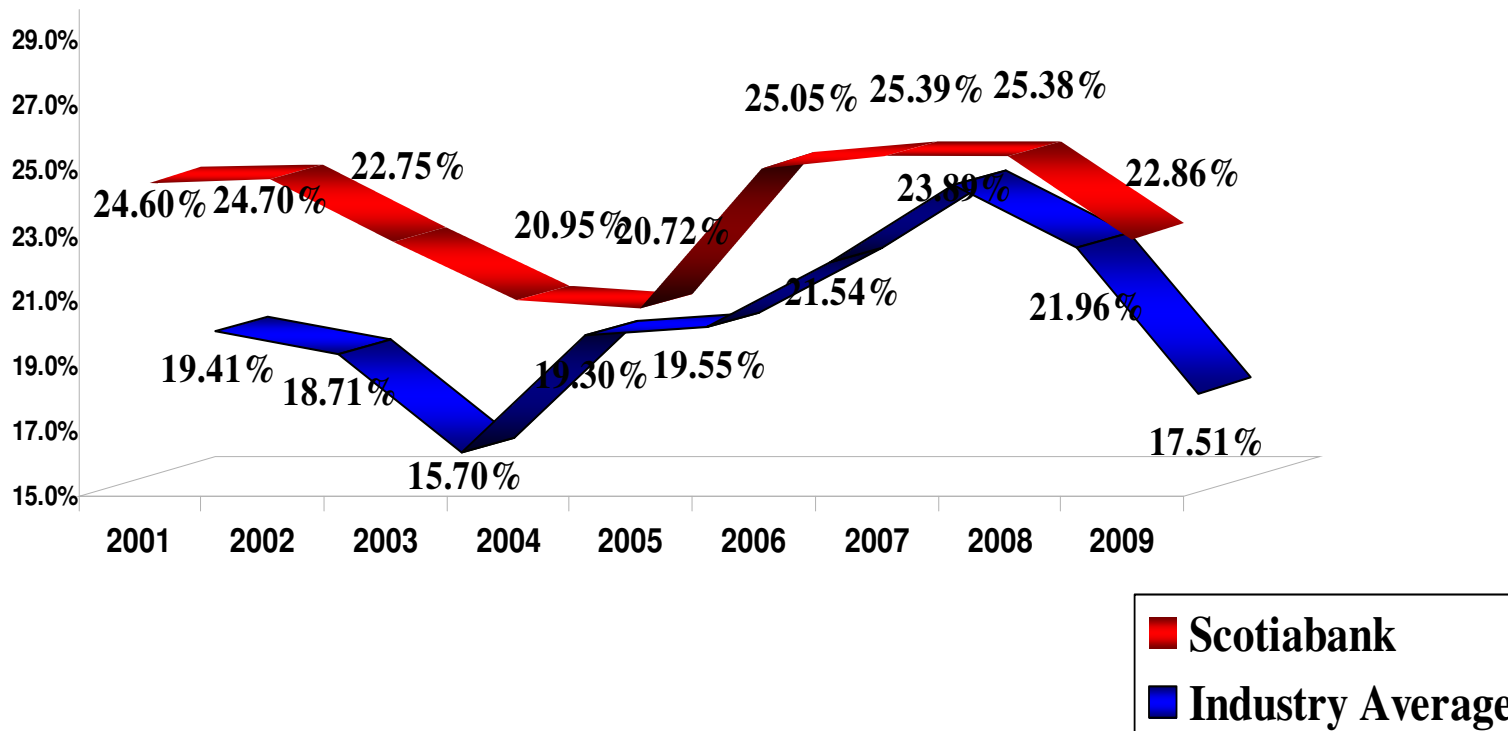
Performance Ratios

Return on Assets

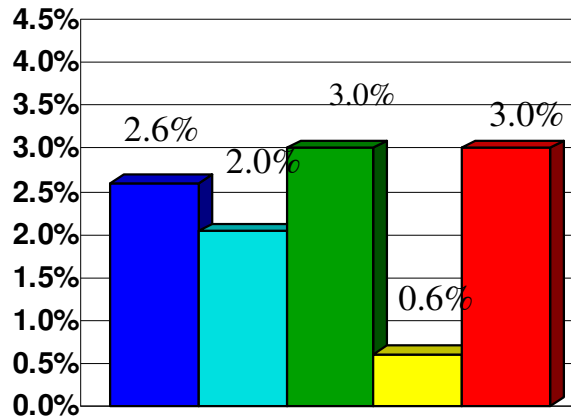


Performance Ratios

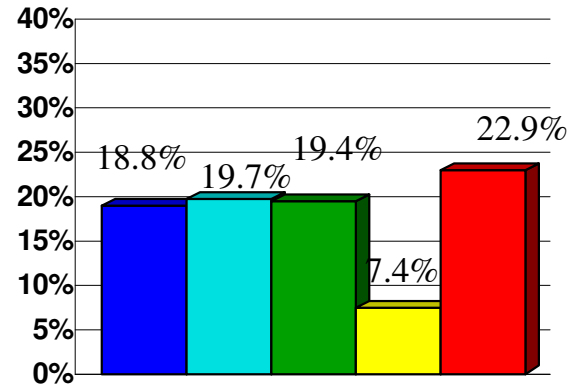
Return on Equity



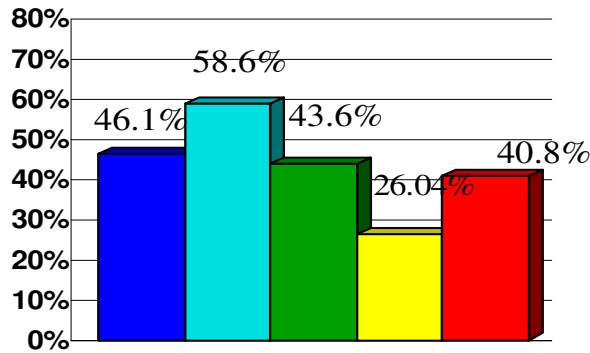
Industry's Performance Measures



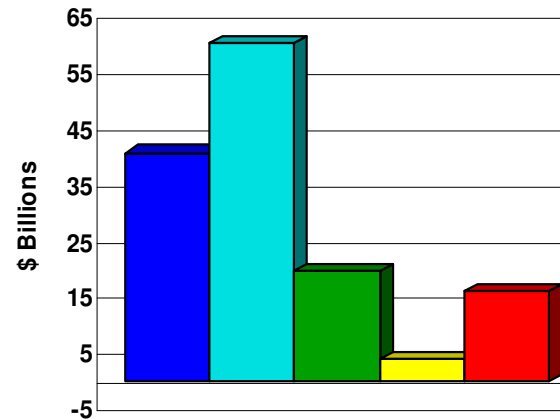
Return on Assets



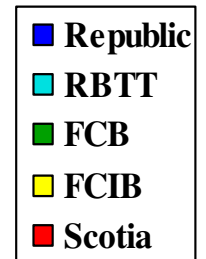
Return on Equity



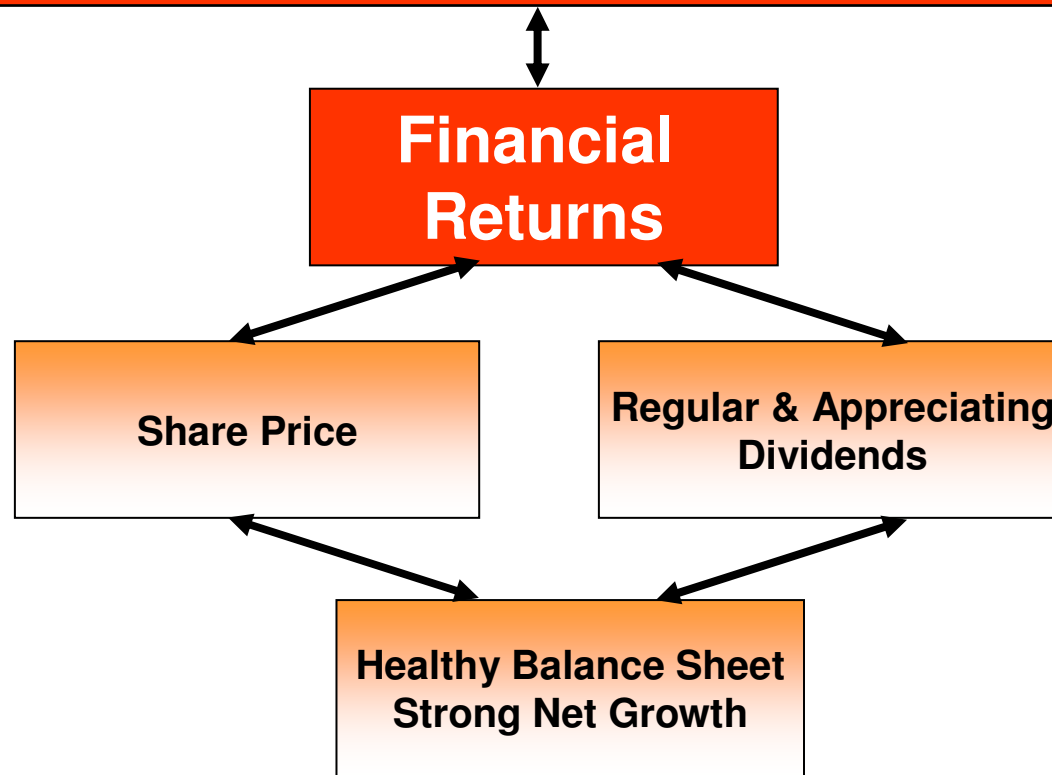
Productivity Ratio



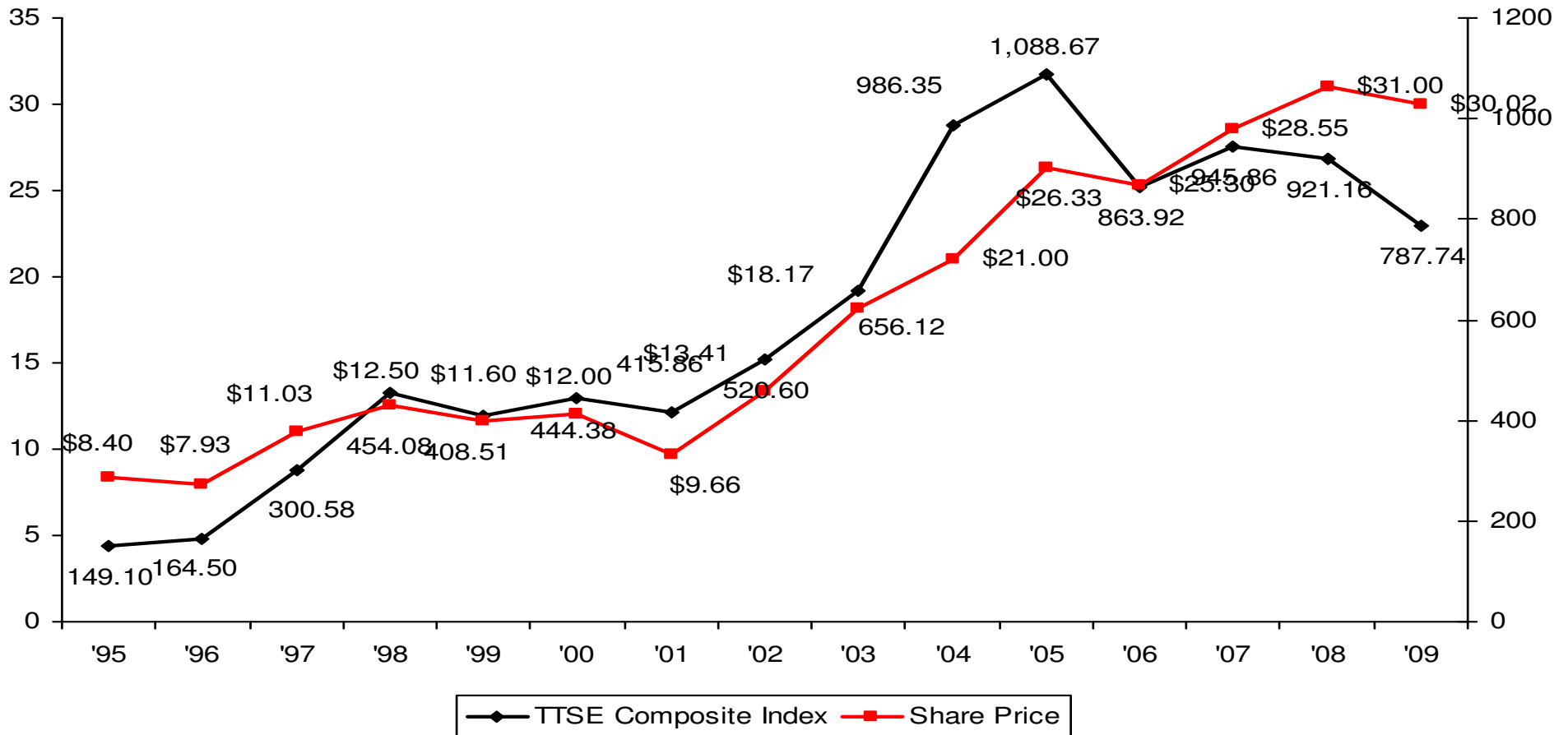
Total Assets



Shareholder Value



Scotiabank's Share Price Trend

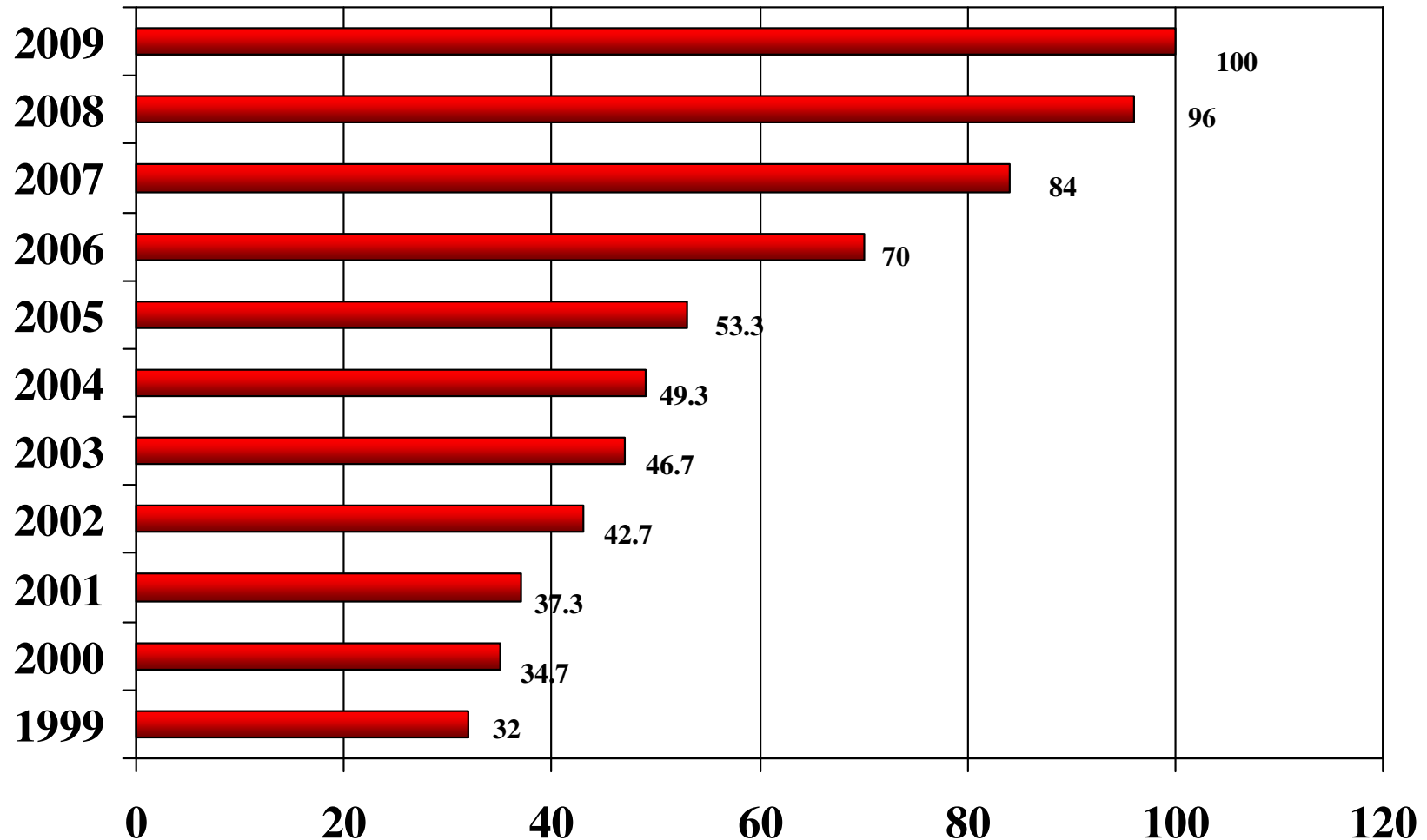


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Consistent Dividend Growth

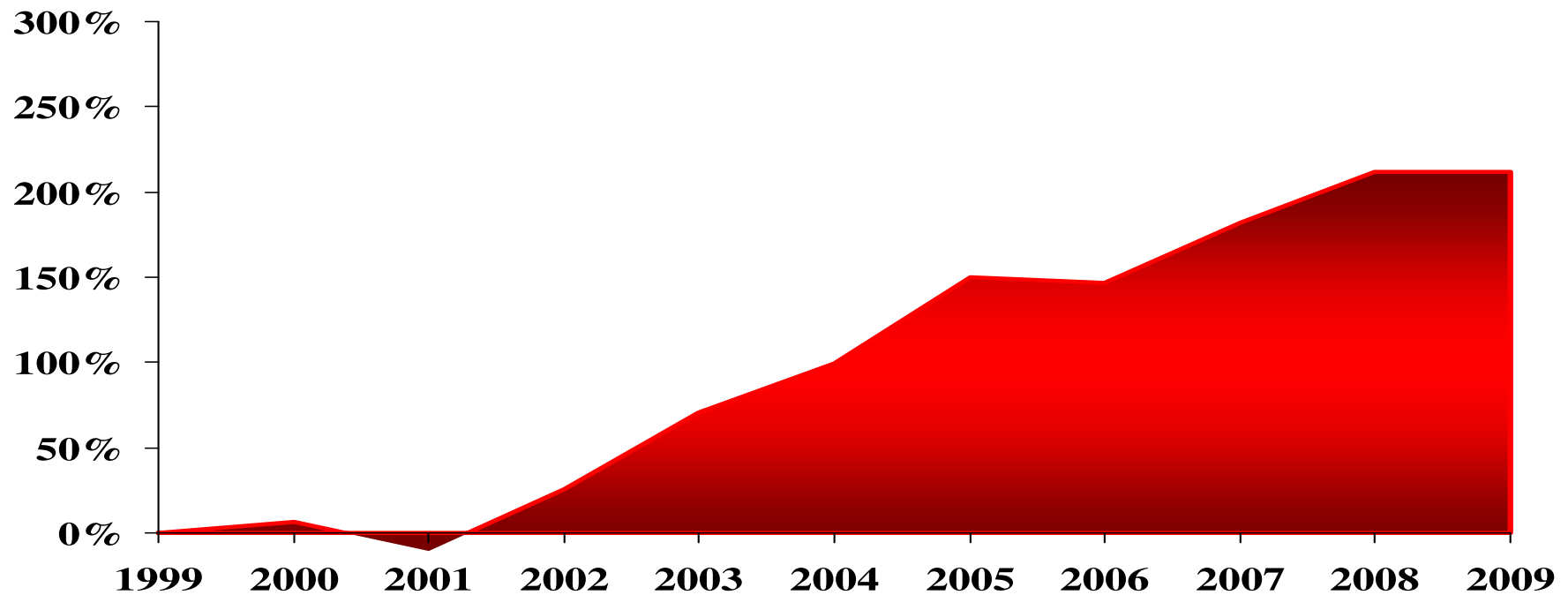
10 Year CAGR 12.1%



Return to Shareholders

Share price appreciation plus dividends received

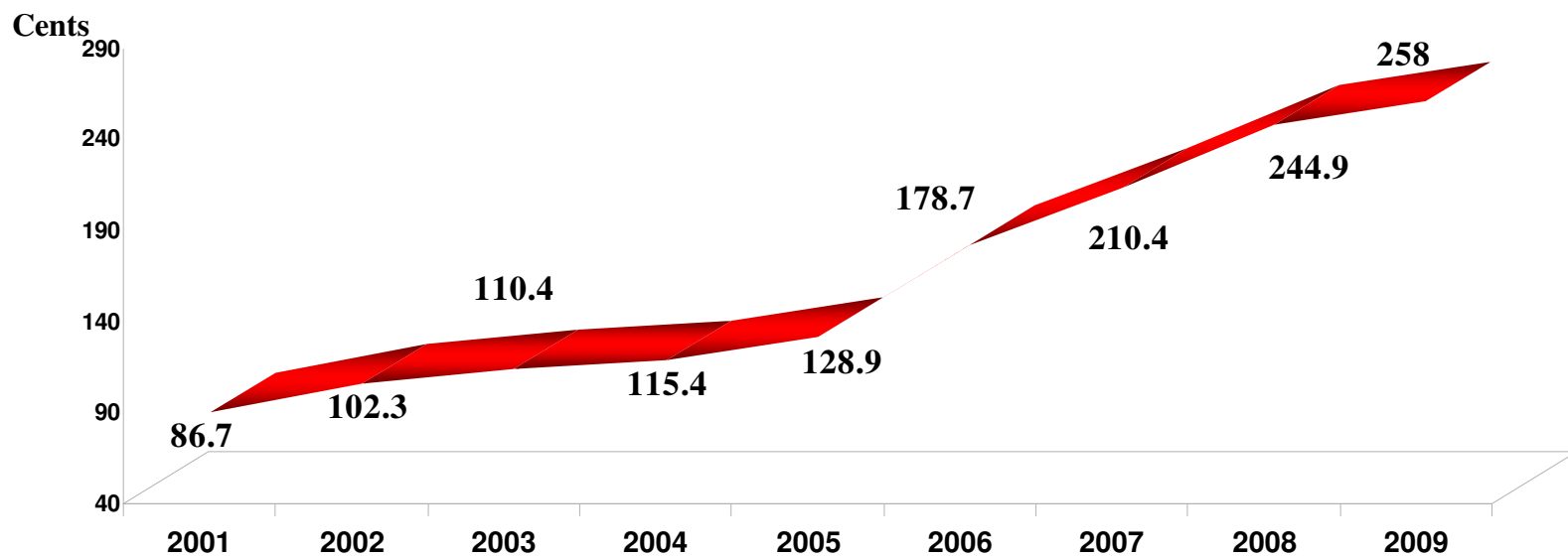
10 year CAGR 12.04%



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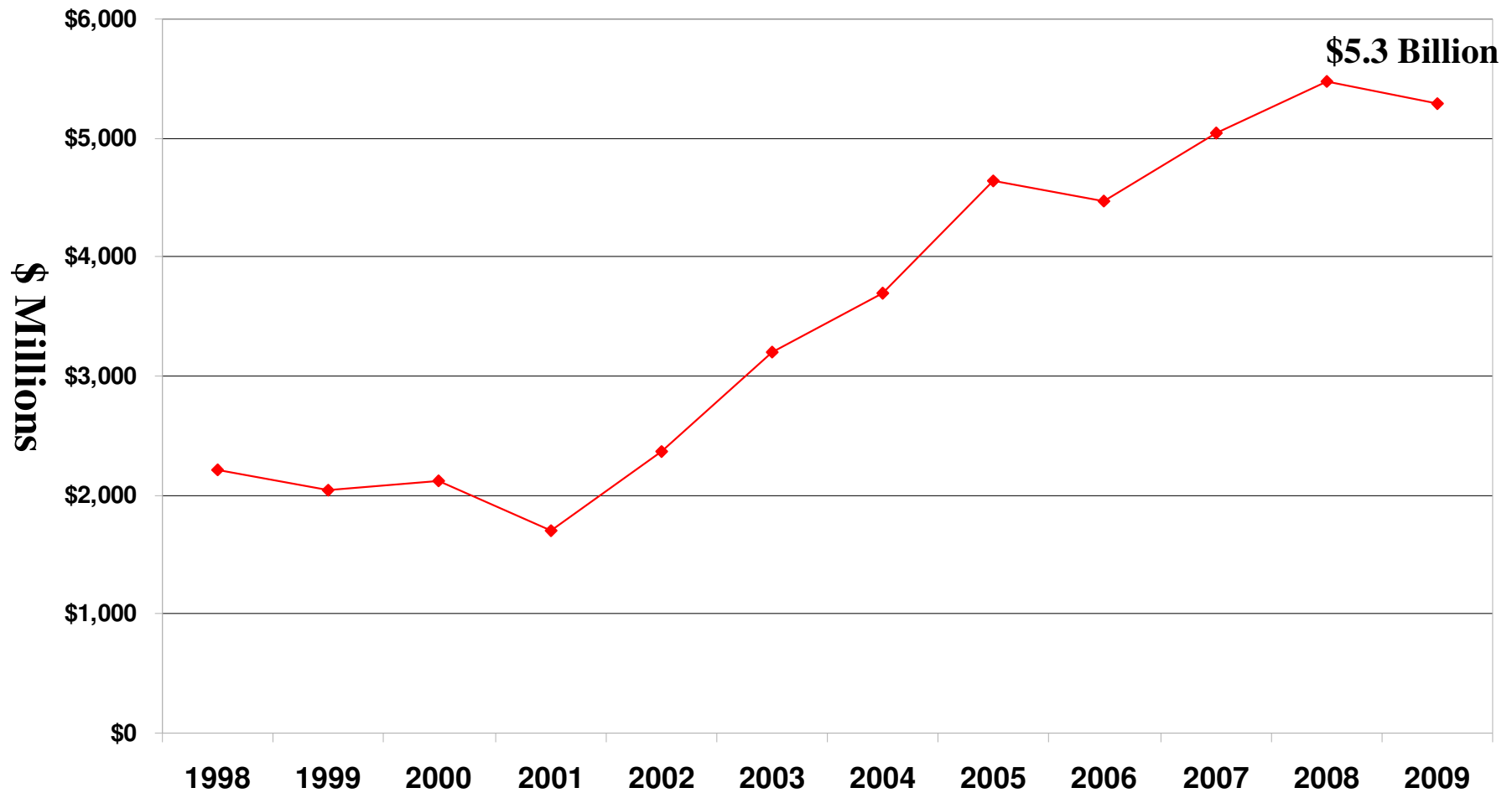
Earnings per Share



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Scotiabank's Market Capitalisation



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Shareholder Value

Sustainability

Sound Strategies

Consistent &
Timely Execution

Trained &
Knowledgeable Staff

Core Purpose

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

Strategic Initiatives

Driving
sustained, profitable
growth

CUSTOMER



Sales & Service



Complementary
Businesses



Efficiency
Platform



Acquisitions

People

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Strategic Priorities

- **Sustainable revenue growth**
- **Capital management**
- **Leadership**
- **Prudent risk management and appetite**
- **Efficiency and expense management**



Scotiabank Trinidad and Tobago Limited

**40th Annual Meeting
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Trincity Branch

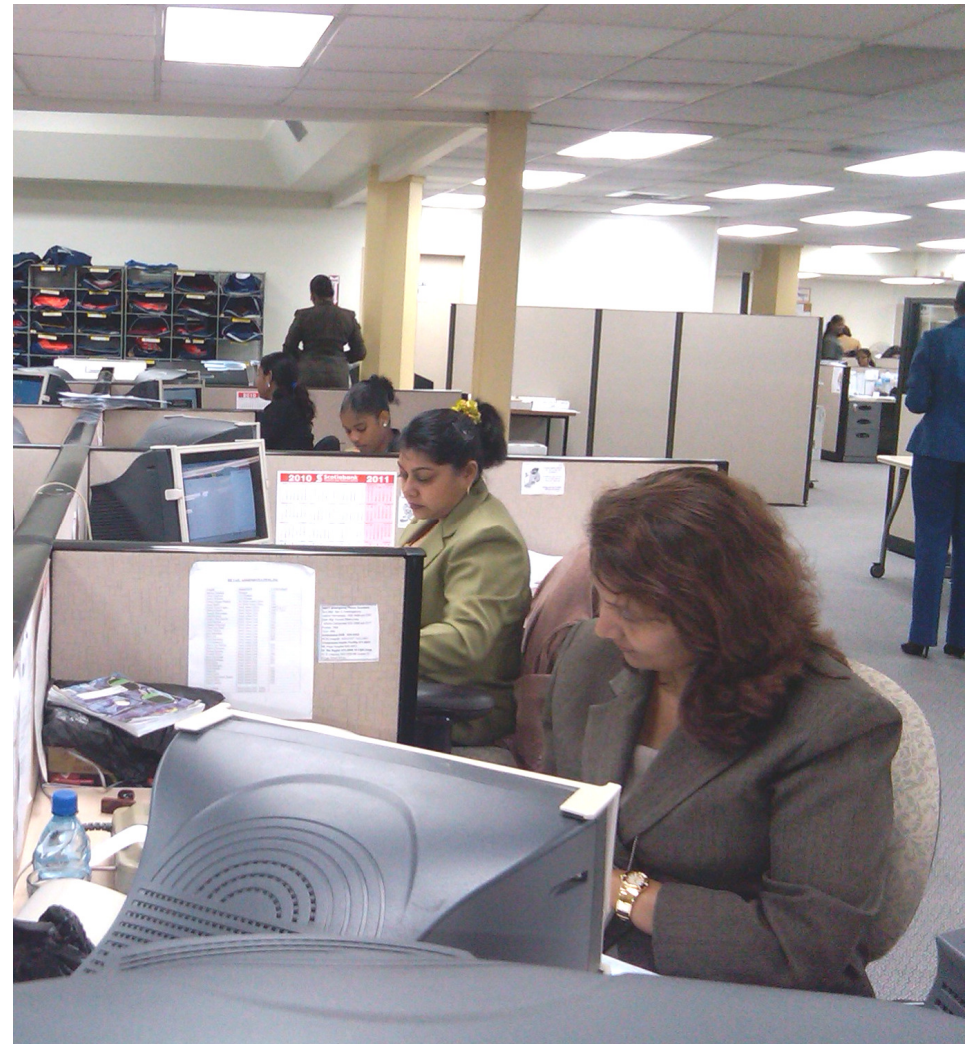


Point Fortin Sales Centre

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Caribbean South HUB



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Management Information System



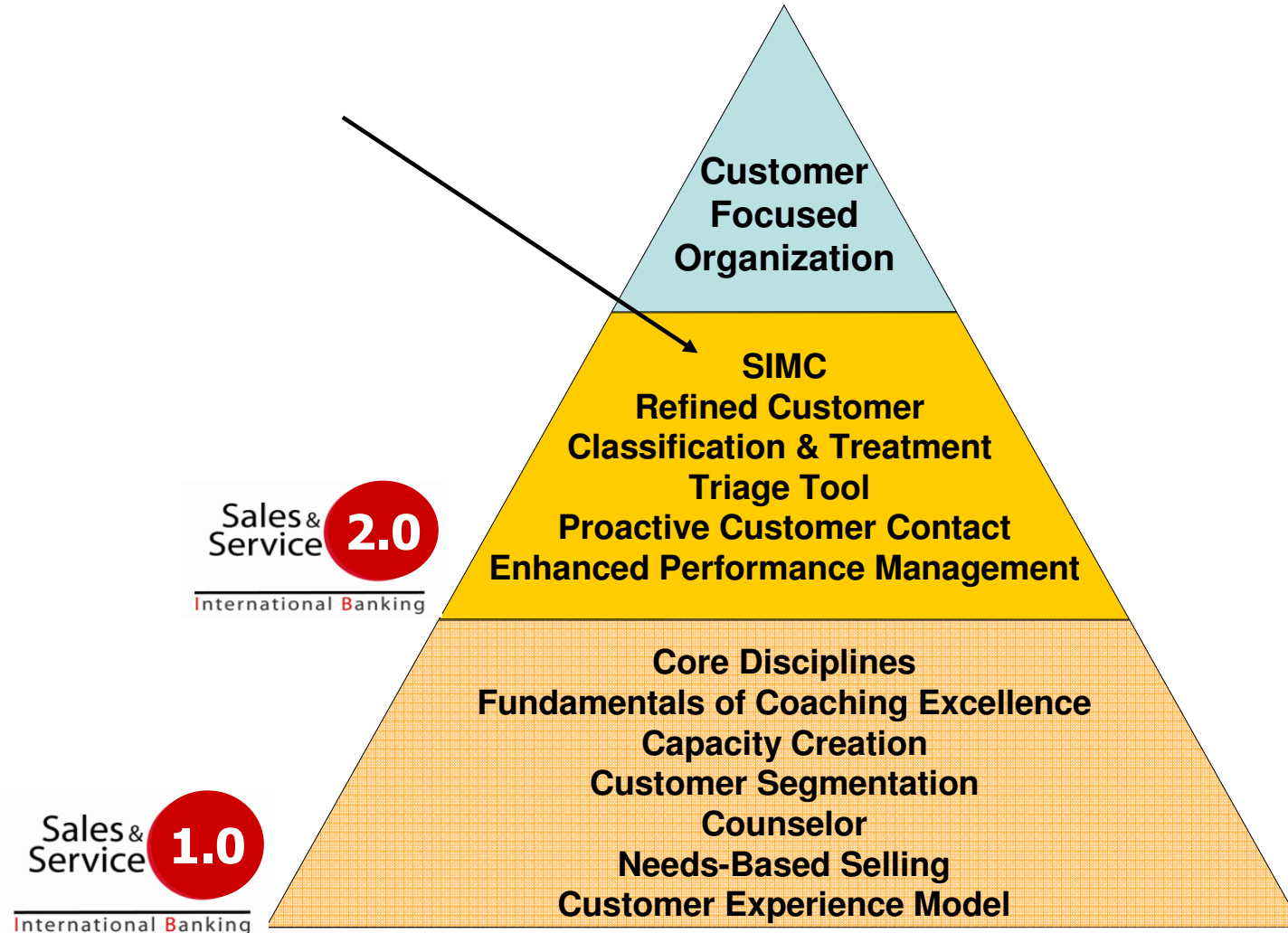
Signature Card Imaging



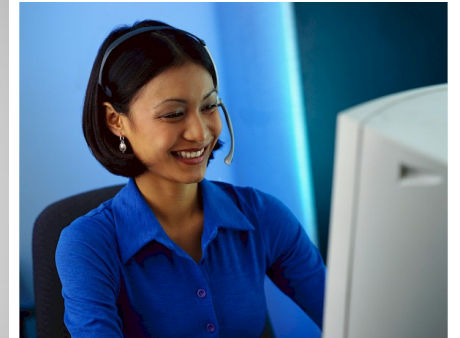
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Evolutionary Not Revolutionary



Customer Experience



Strategic Initiatives

Driving
sustained, profitable
growth

CUSTOMER



Sales & Service



Complementary
Businesses



Efficiency
Platform



Acquisitions

People

Workshops



70% of staff

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The Mentorship Programme



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National Safety Award 2009



Trinidad and Tobago Occupational Safety and Health Authority

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Corporate Social Responsibility



The only financial institution among the top 3.

Recognising the Value of People Category



www.tt.scotiabank.com

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Scotiabank

TRINIDAD & TOBAGO

FOUNDATION

There when you need us



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Shareholder Value

↕
**Good
Governance**

↙
**Experienced
Stewards**

↘
**Adequate &
Timely Disclosure**

Core Values

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

Q1 2010 Highlights

- **Total Assets \$16.5B**
- **Profits after Tax up 2.72% to \$122.8MM**
- **EPS: 69.6 cents**
- **Dividend maintained at 25 cents**
- **Strong Capital Ratio –22.38%**
- **Adequate Cash reserves \$2.3B**
- **Industry leading ratios:**
 - **Efficiency ratio at 40.8%**
 - **ROE : 22.09%**
 - **ROA : 3.00%**



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