

Small Business Gets Big Attention from Scotiabank

Port of Spain, Tuesday June 17, 2008 – Scotiabank today announced the launch of an innovative Small Business Banking Programme, designed to meet the unique needs of Trinidad and Tobago’s entrepreneurs and small businesses.

“We know that small business is the engine that drives our economy,” said Richard P. Young, Scotiabank’s Managing Director. “By working with, and listening to self employed individuals and small business owners, Scotiabank has created financial solutions that enable entrepreneurs to focus on their business, rather than on the books.”

The Scotiabank Small Business Programme offers a full suite of products and services tailored to meet the needs of the small businessperson, including a dedicated sales force.

“At Scotiabank we know that to best meet the needs of our small business customers, we must first understand them,” stated Mr. Raymond Smith, Senior Sales Leader, Small Business. “By working with our small business customers, our dedicated team of small business specialists will help customers to improve cash flow, control borrowing costs, and manage surplus cash.”

“At Scotiabank, our core purpose is to be the best at helping customers become financially better off by providing relevant solutions to their unique needs,” added Young. “The Scotiabank Small Business Programme is the first of its kind, and we are proud to work together with our businesses customers to help them prosper and grow.”

Also in attendance for today’s announcement were the Honourable Mr. Rennie Dumas, Minister of Labor and Small and Micro Enterprise Development, along with representatives from the various business organizations and the wider business community.

Following this formal launch of Small Business Banking Service, Scotiabank we will be hosting events throughout the country, including Tobago where the service will be introduced to business owners and their associates.

Scotiabank has been part of the Caribbean and Central America since 1889. It is now the leading bank in the region, with operations in 26 countries, including affiliates. The bank has some 12,081 employees in the region, serving more than two million customers, with 437 branches and about 919 automated banking machines.

Scotiabank is one of North America's premier financial institutions and Canada's most international bank. With more than 60,000 employees, Scotiabank Group and its affiliates serve approximately 12.5 million customers in some 50 countries around the world. Scotiabank offers a diverse range of products and services including personal, commercial, corporate and investment banking. With \$453 billion in assets (as at April 30, 2008), Scotiabank trades on the Toronto (BNS) and New York Exchanges (BNS). For more information, please visit www.tt.scotiabank.com

For further information please contact Gillian Benjamin, General Manager, Strategic Marketing, Sales and Marketing, Scotiabank, Scotia Centre 625 3566, ext. 2214 or email: gillian.benjamin@scotiabank.com