



Scotiabank Trinidad and Tobago Limited
**41st Annual Meeting
of Shareholders**

Hyatt Regency Trinidad, Friday 25 February 2011



Change in the country's economy



41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011

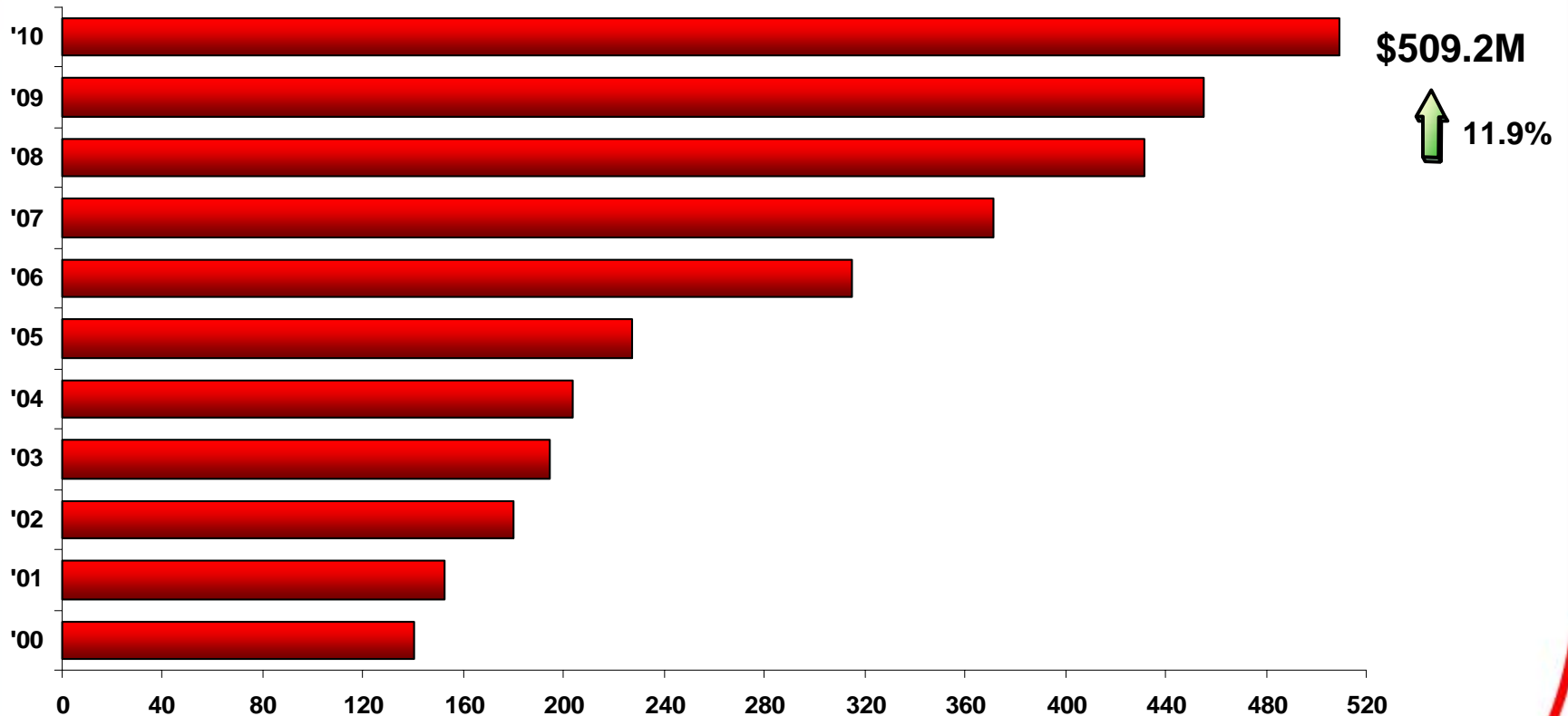


Core Purpose

**To be the best
at helping customers
become financially better off**

More than a Decade of Consistent Earnings

10 year Compounded Annual Growth Rate (CAGR) 13.7 %

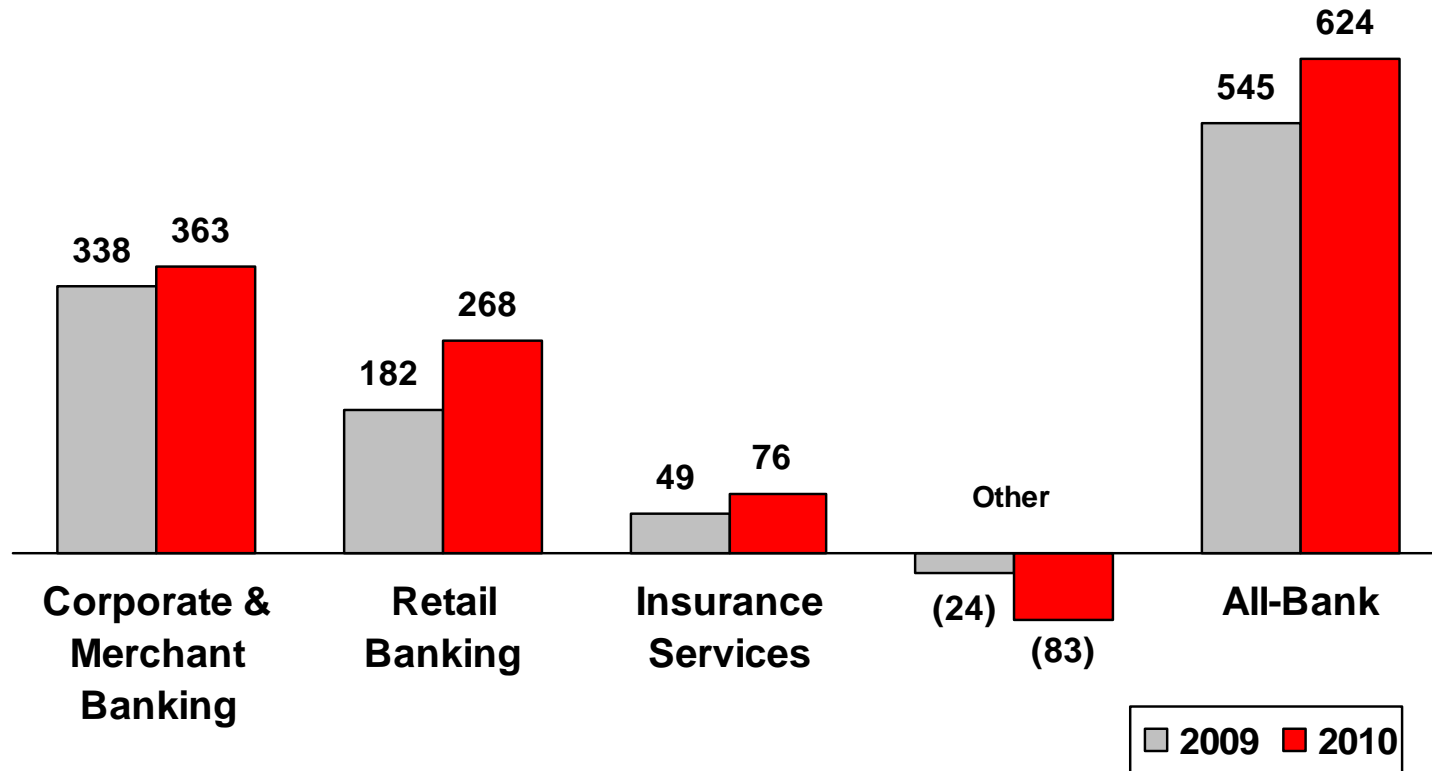


41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011



Strong Earnings from All Business Lines

(net income, \$ millions)



41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011



Success

- ✓ **ScotiaLife** - **43% increase**
13% contribution
- ✓ **Scotiatrust** - **13% improvement**

Scotiabank – Strong 2010 Growth



	Reported 2010 Net Income \$M	Growth Y/Y
	\$1,074.3	3.4%
	*\$266.6	-57.8%
	\$509.2	11.9%
	\$626.7	13.5%
	\$21.6	-11.1%

*Annualised

41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011



Performance vs. Market



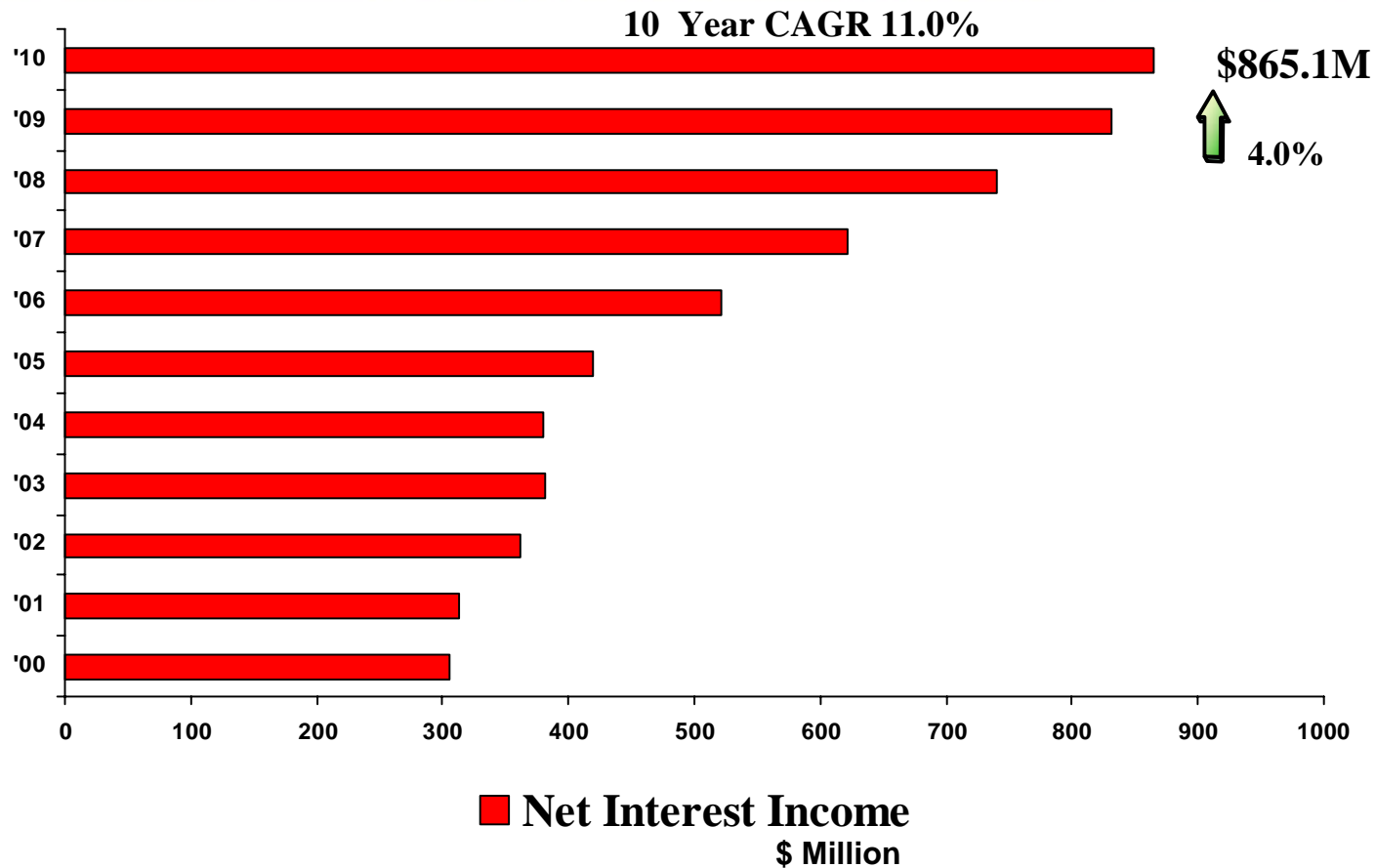
	EPS	Price Earnings
	\$6.14	11.9
	*\$20.59	N/A
	\$2.89	12.7
	\$1.84	N/A
	\$0.08	N/A

*Annualised

41st Annual Meeting of Shareholders
 Hyatt Regency Trinidad, Friday 25 February 2011



Net Interest Income



Base Lending Rate
Effective Friday 15th October, 2010

Our TTDollar Base Lending Rate
will change from 9% to

8.75%
per annum



*Trademark of The Bank of Nova Scotia, used under licence.

Base Lending Rate
Effective Monday 15th November, 2010

Our TTDollar Base Lending Rate
will change from 8.75% to

8.50%
per annum




*Trademark of The Bank of Nova Scotia, used under licence.

Base Lending Rate
Effective Monday 21st February, 2011

Our TTDollar Base Lending Rate
will change from 8.50% to

8.25%
per annum



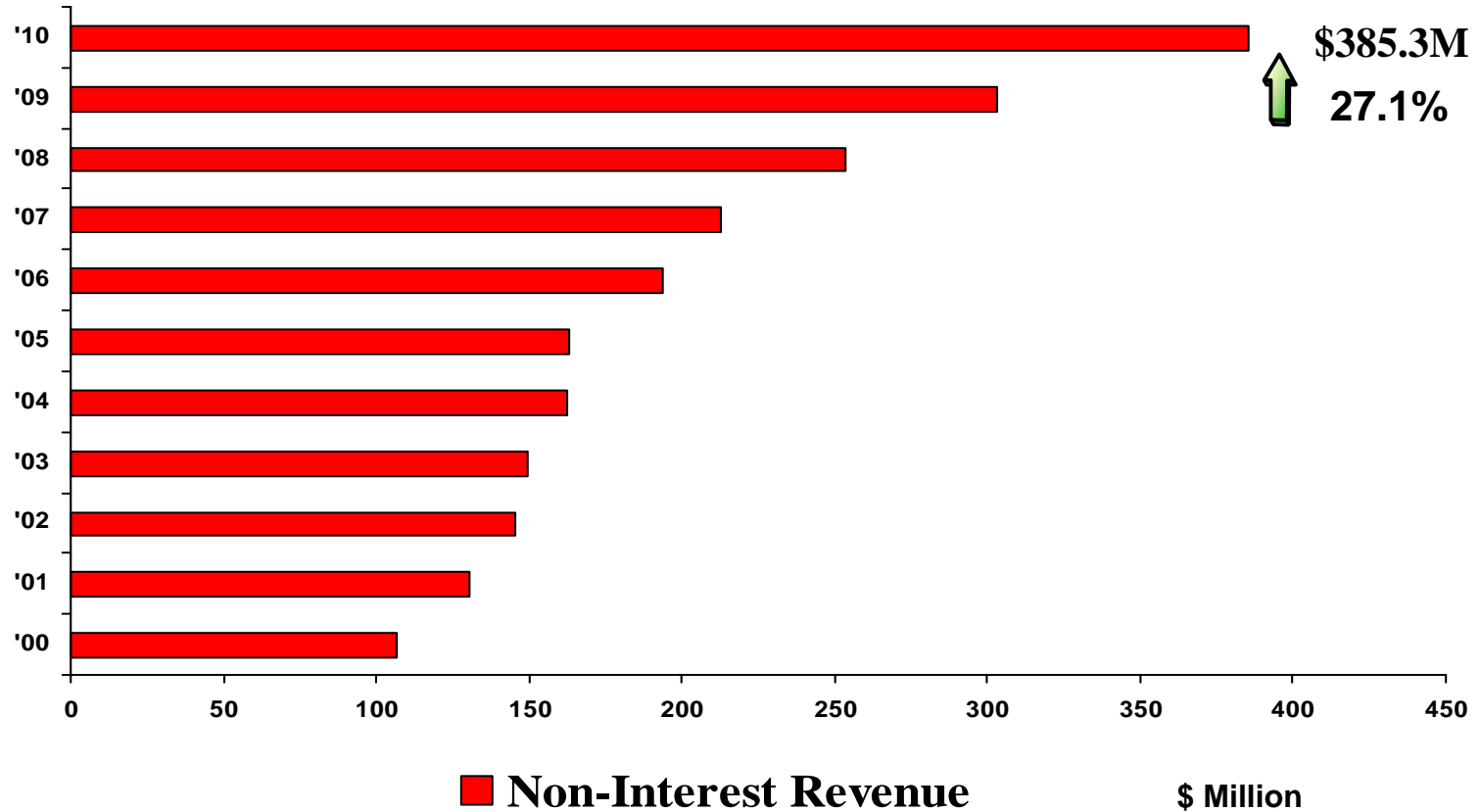
*Trademark of The Bank of Nova Scotia, used under licence.

41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011

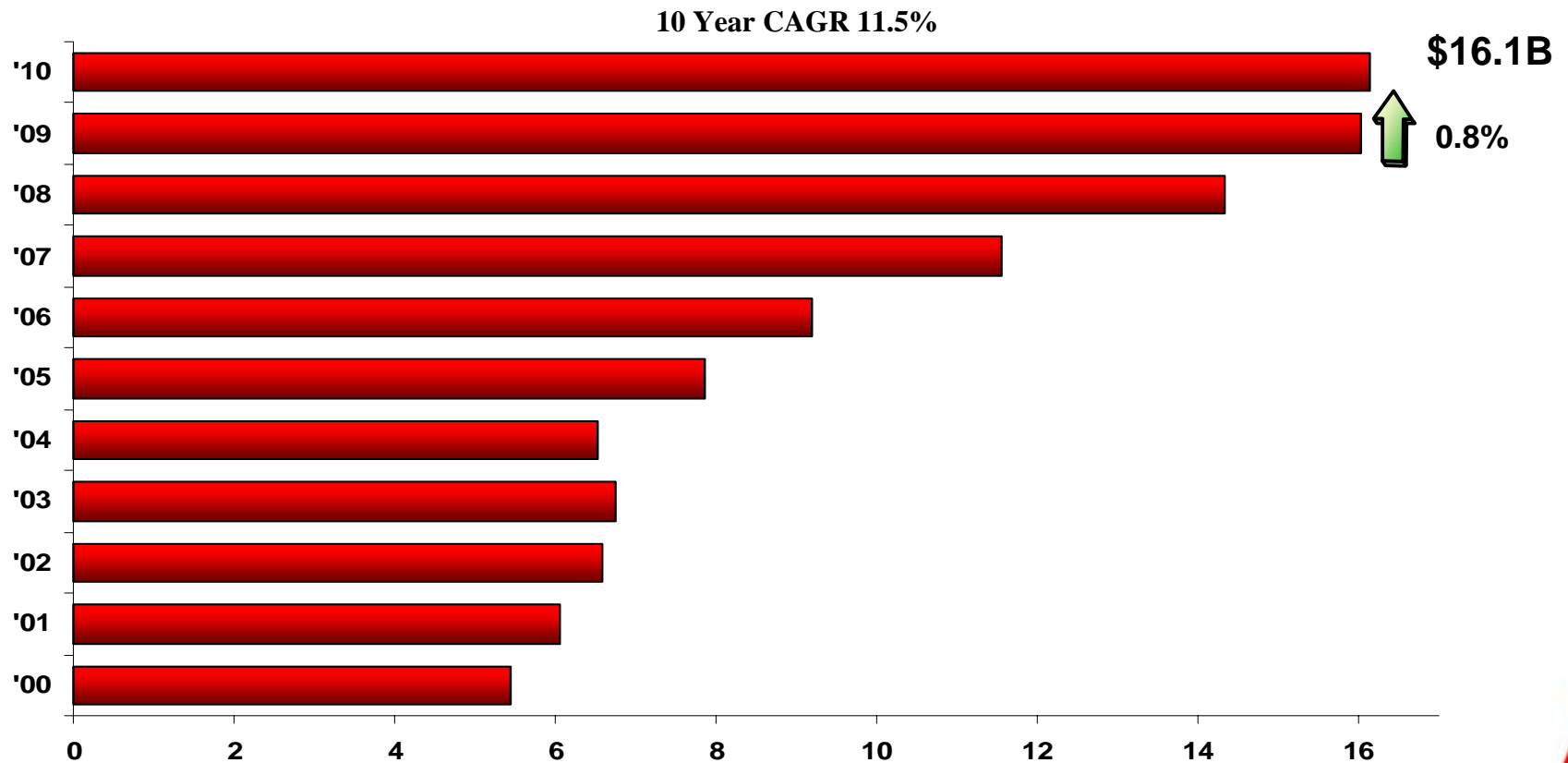


Non-Interest Income

10 Year CAGR 13.7%



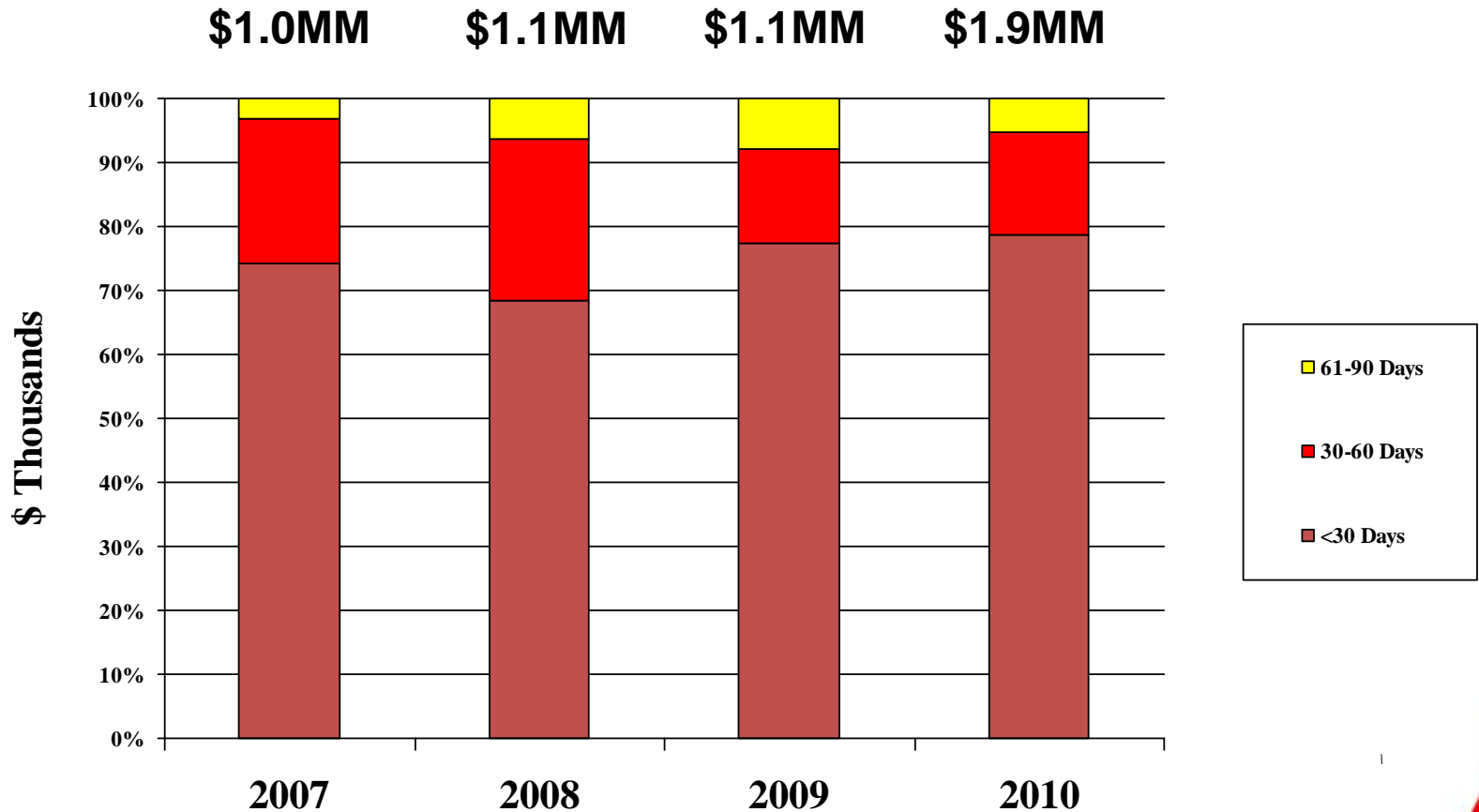
Strong Balance Sheet



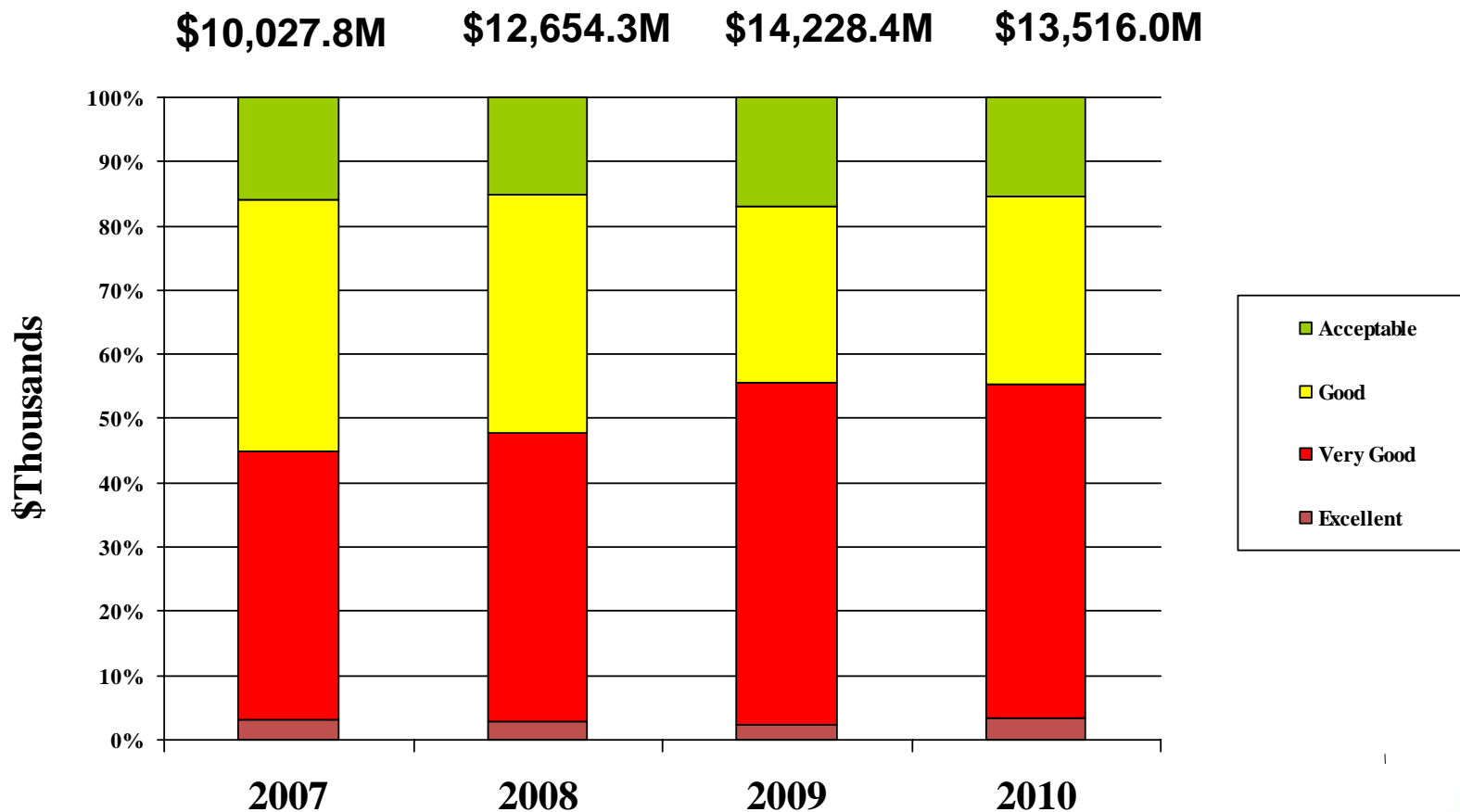
41st Annual Meeting of Shareholders \$ Billion
Hyatt Regency Trinidad, Friday 25 February 2011



Financial Assets Past Due But Not Impaired



The Overall Credit Quality of Financial Assets is Good

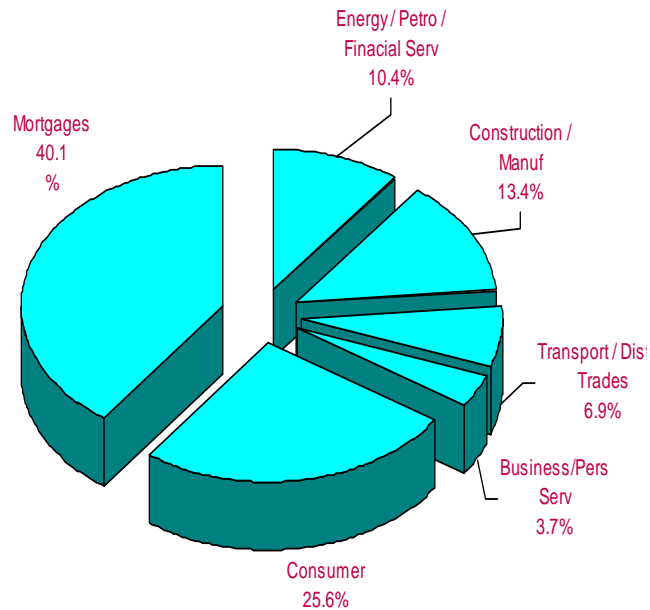


41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011

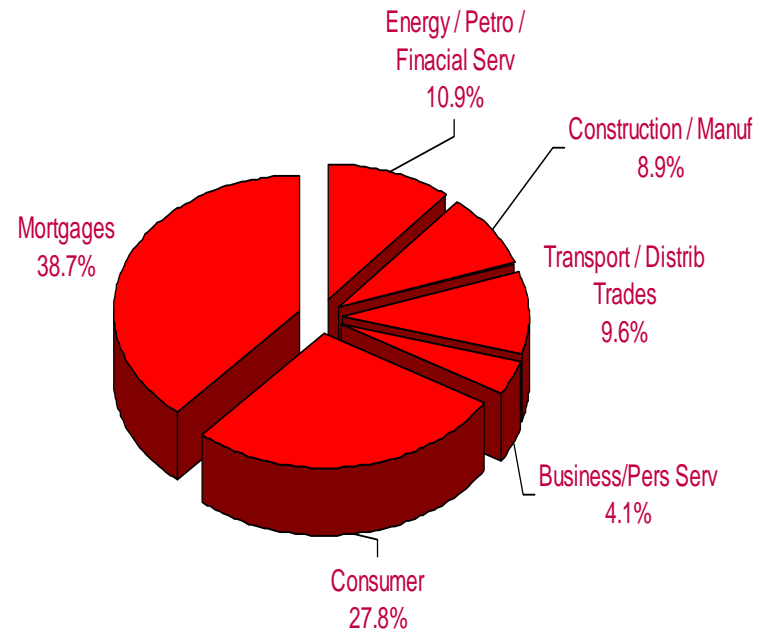


Credit Concentration

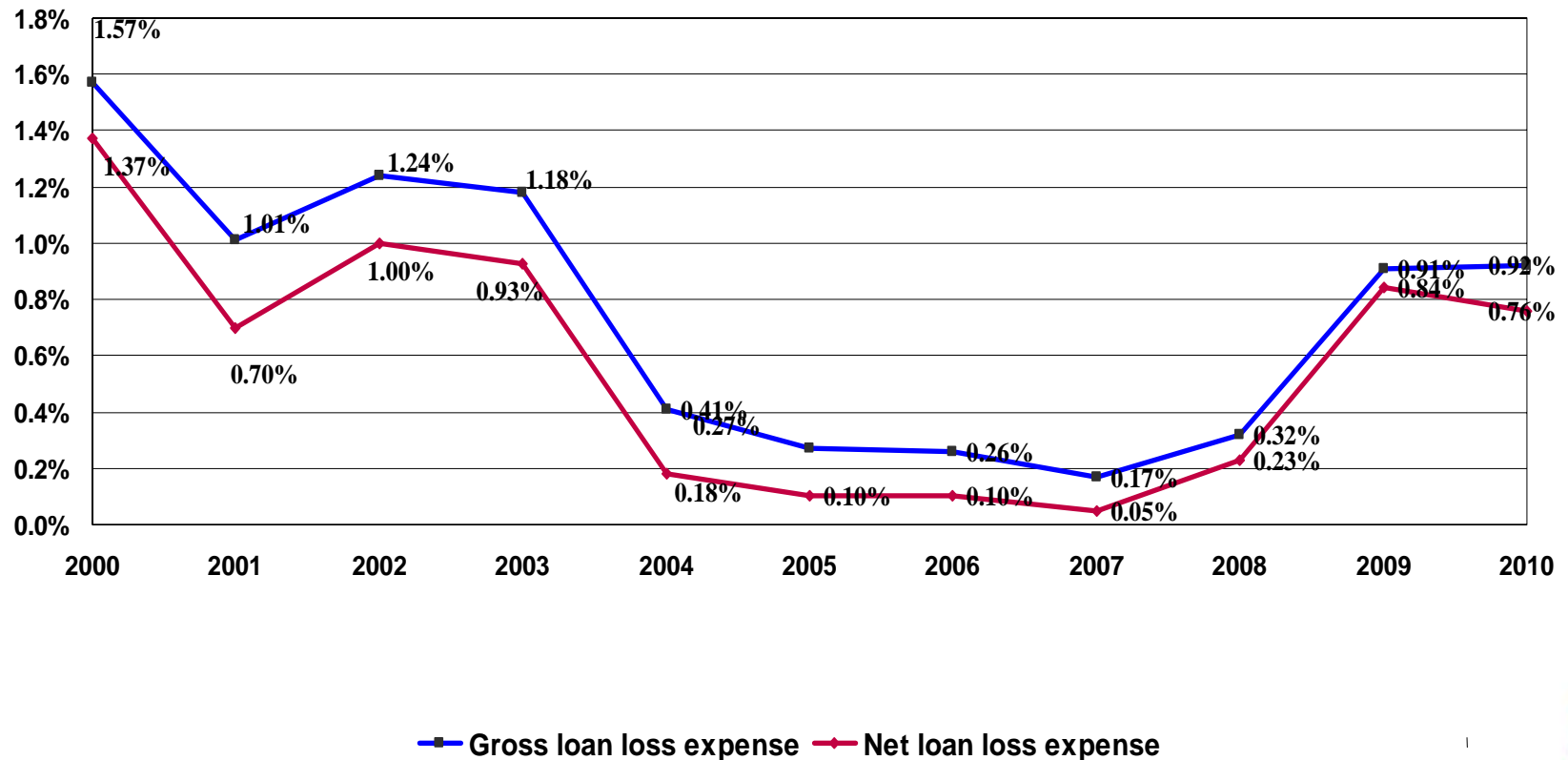
Oct 31/10



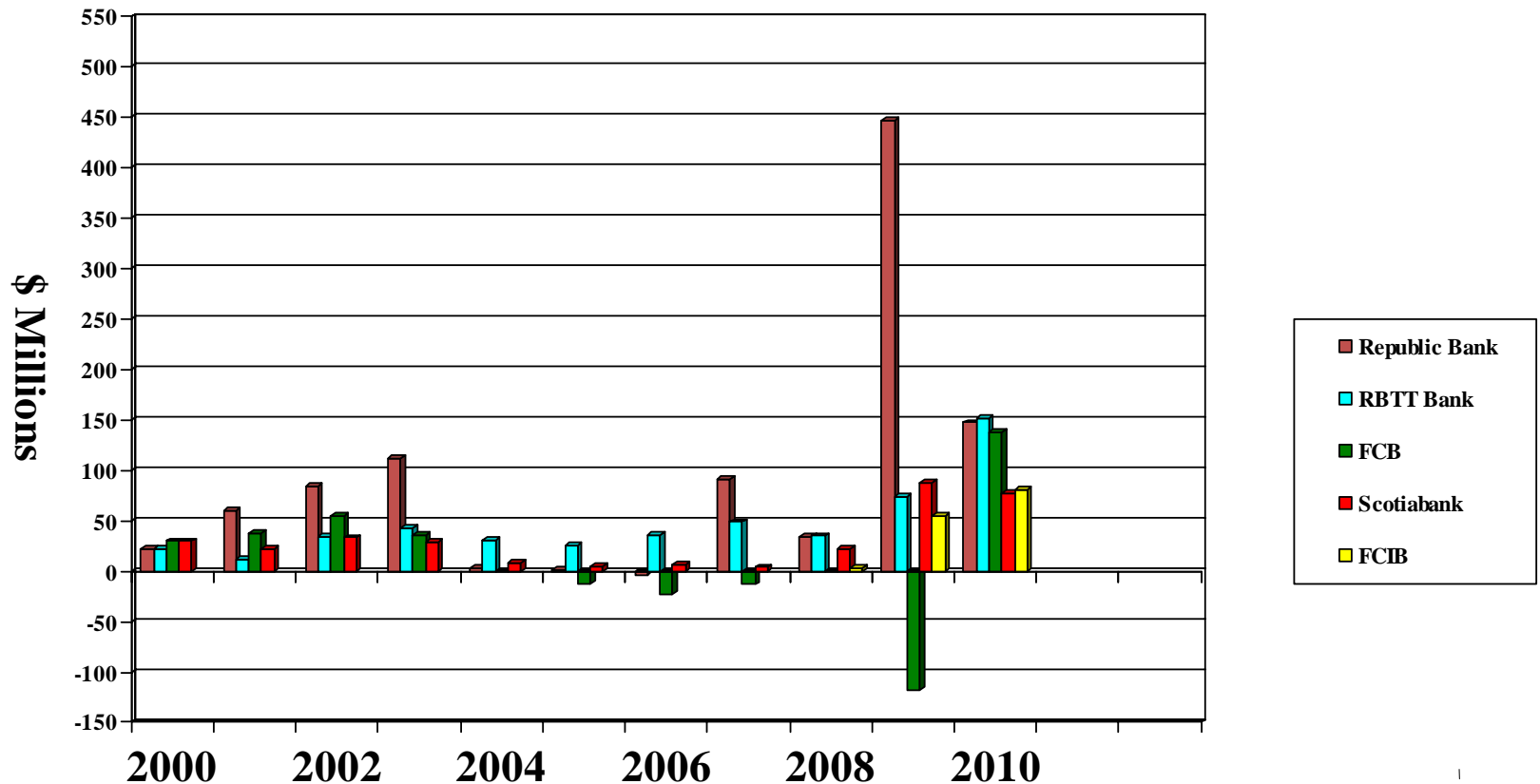
Oct 31/09



Loan Loss Expense



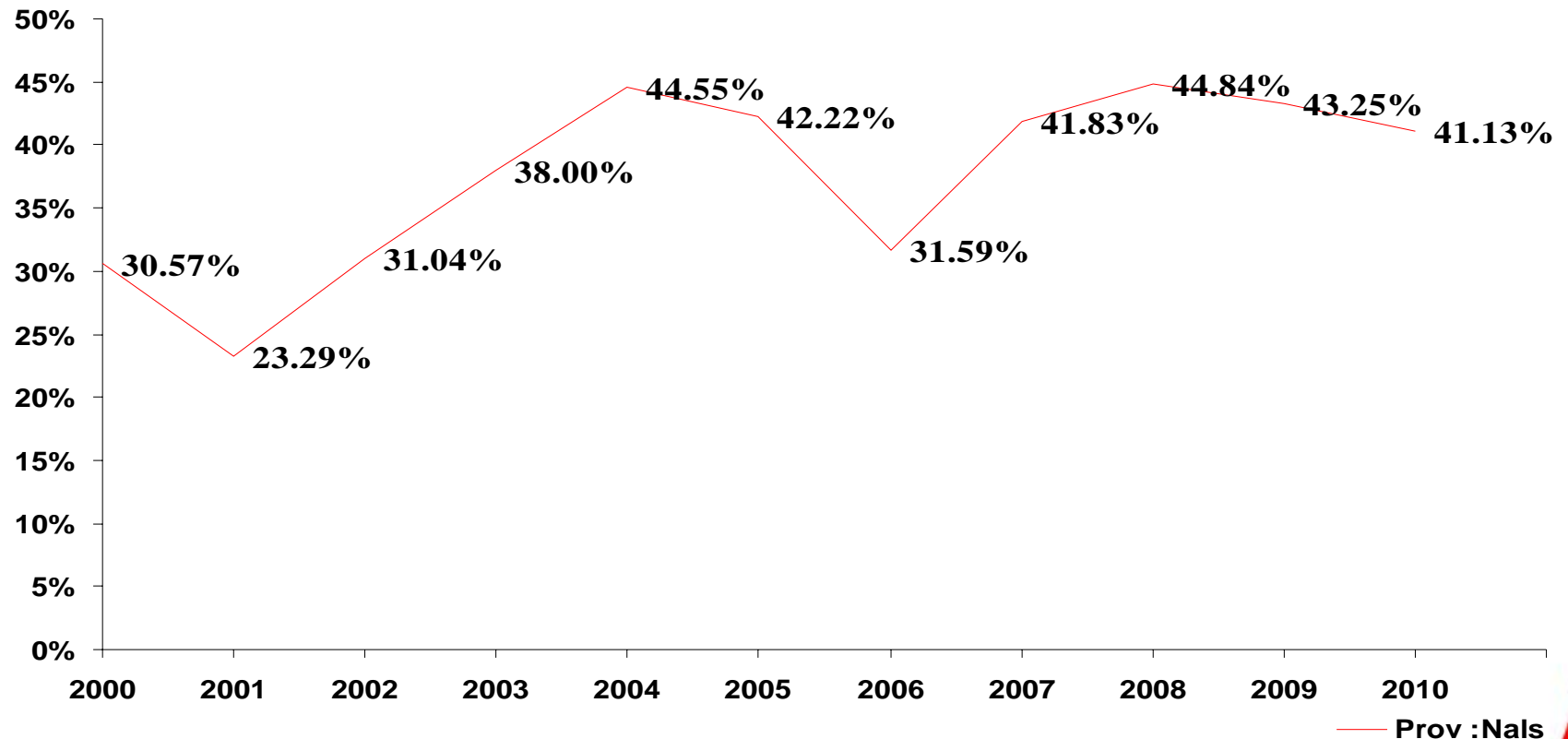
Industry Loan Loss Statistics



41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011



Loan Provision as a % of Non Accrual Loans

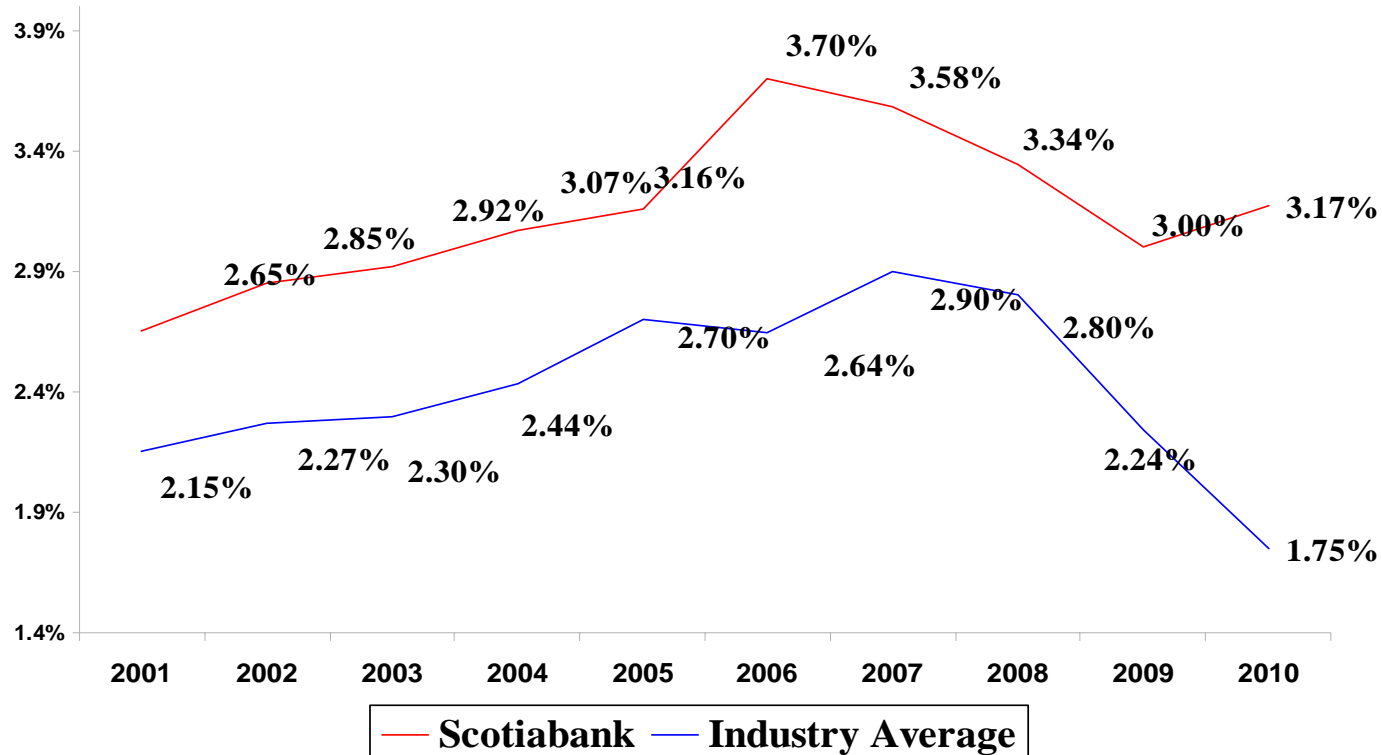


41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011



Performance Ratios

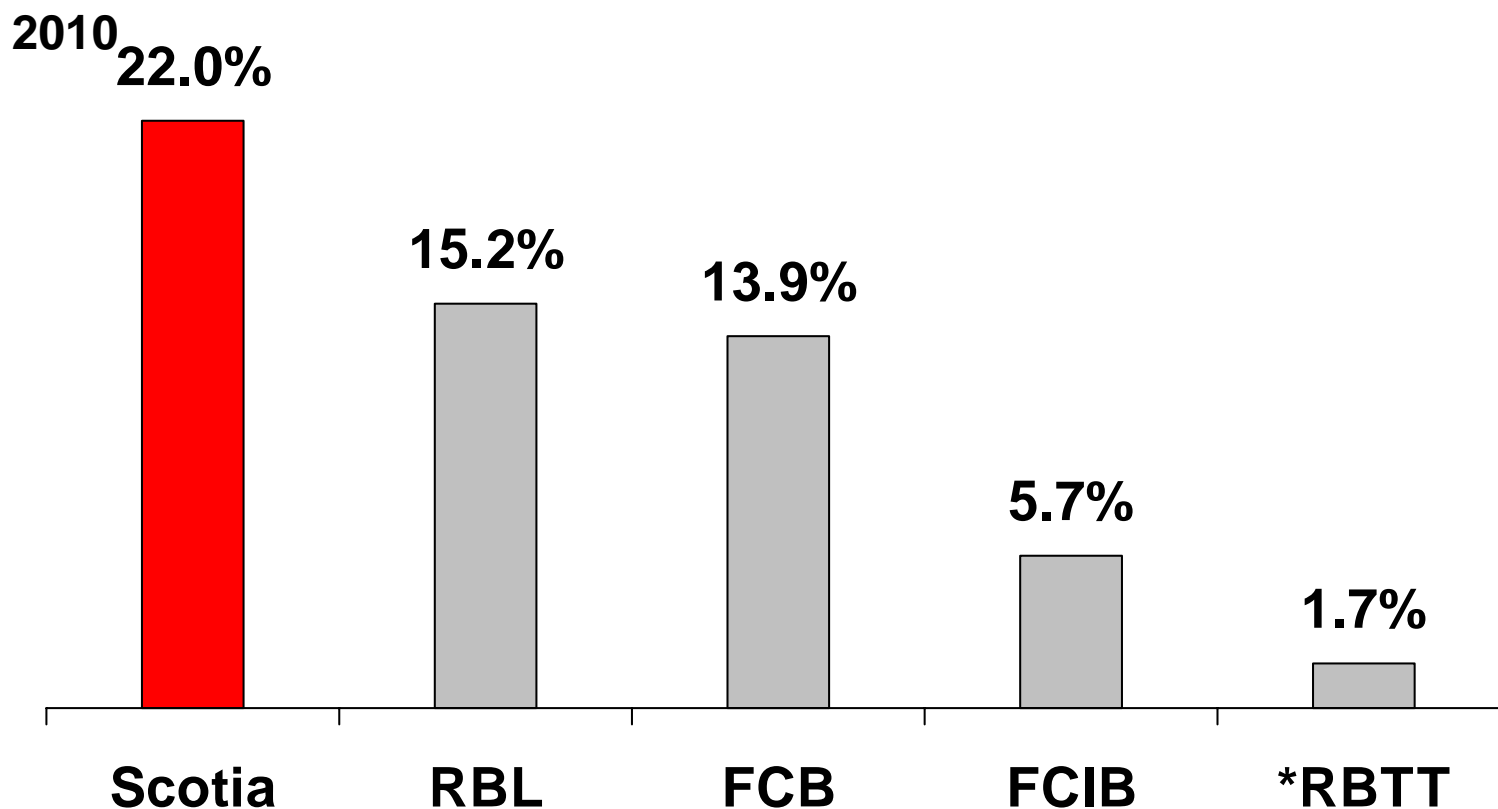
Return on Assets



41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011



Scotiabank – Top Tier ROE

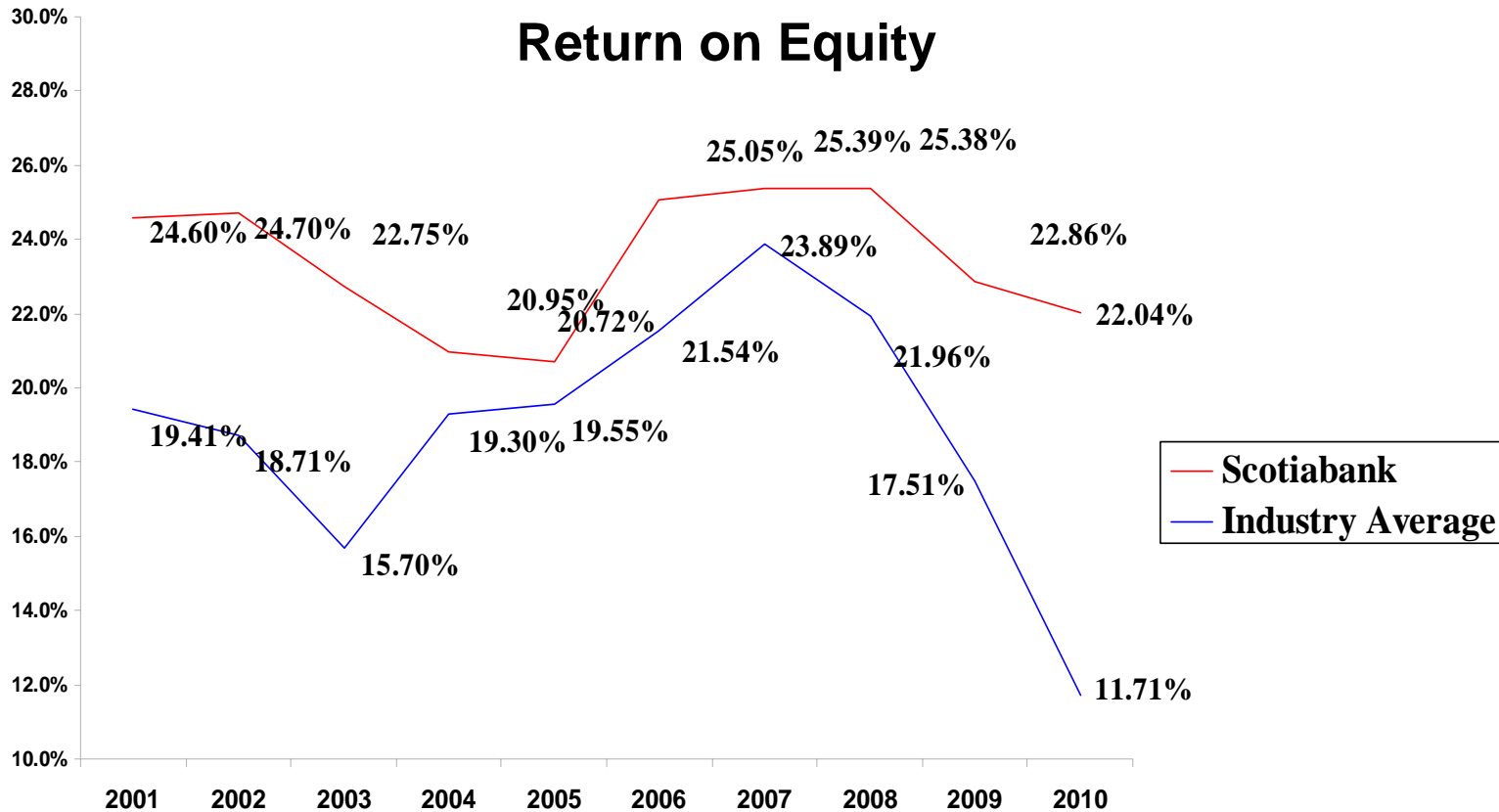


*Annualised

41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011



Performance Ratios

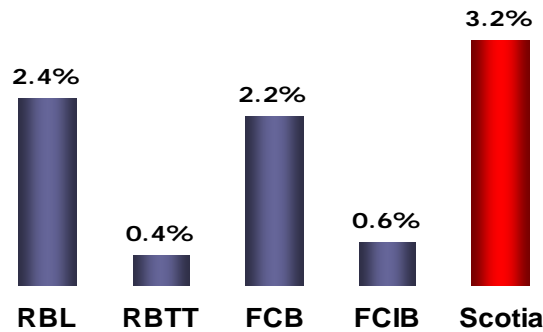


41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011

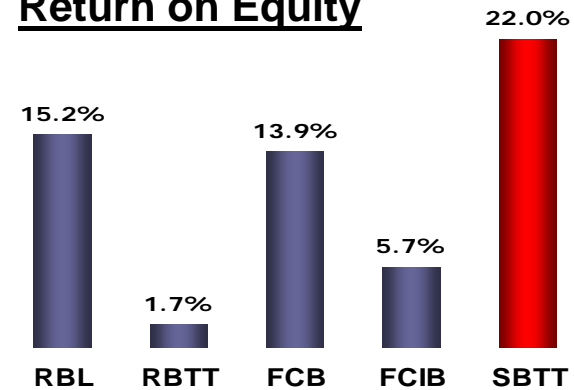


Industry's Performance Measures

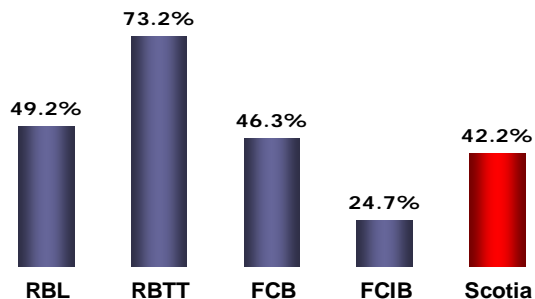
Return on Assets



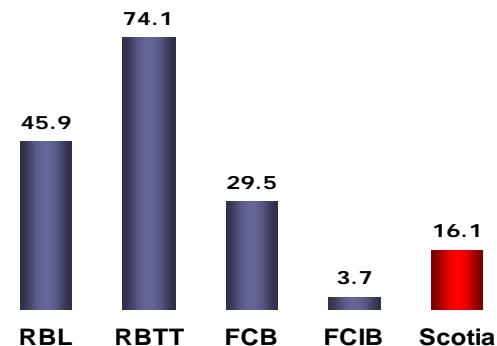
Return on Equity



Productivity Ratio

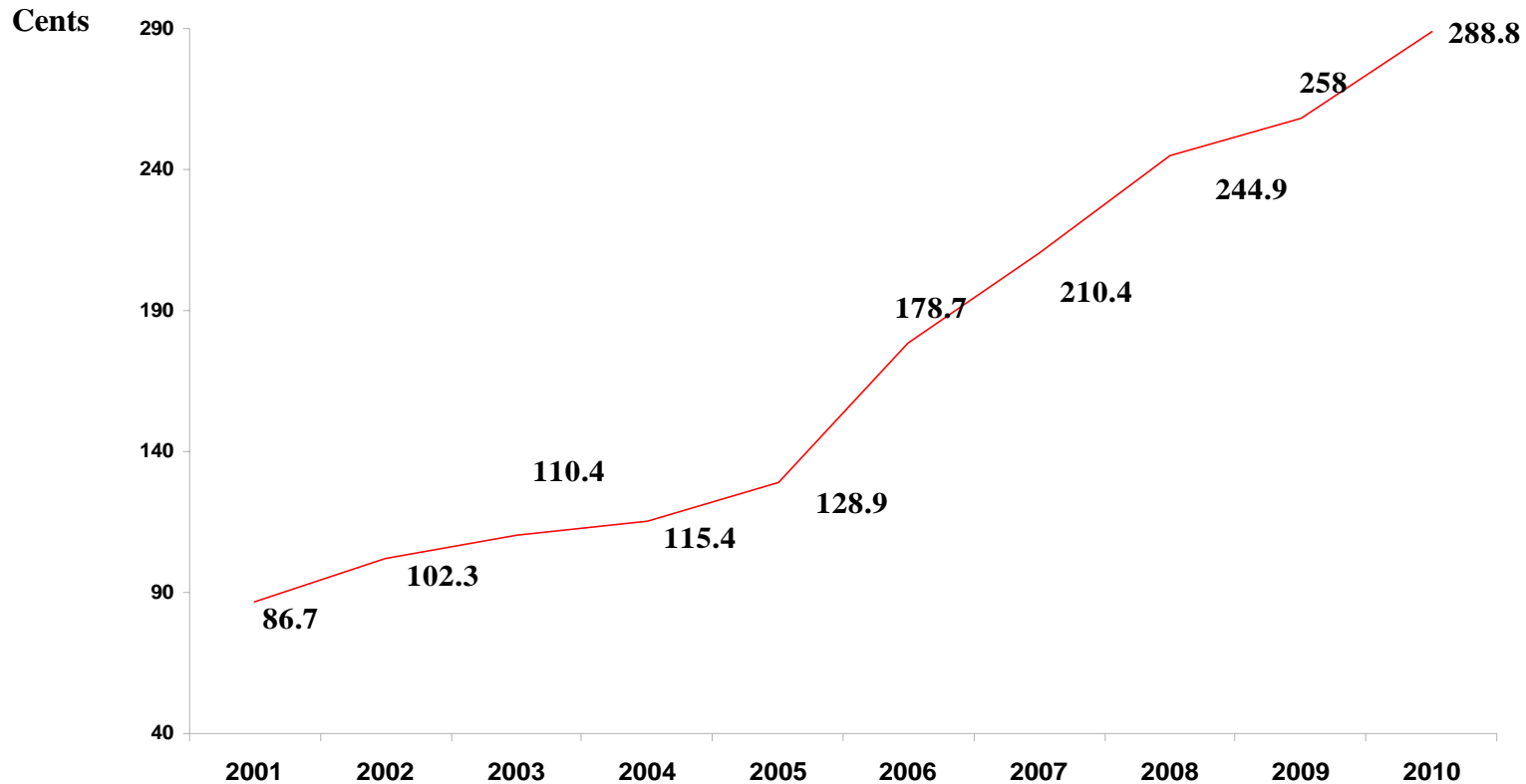


Total Assets (\$ Billions)



41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011

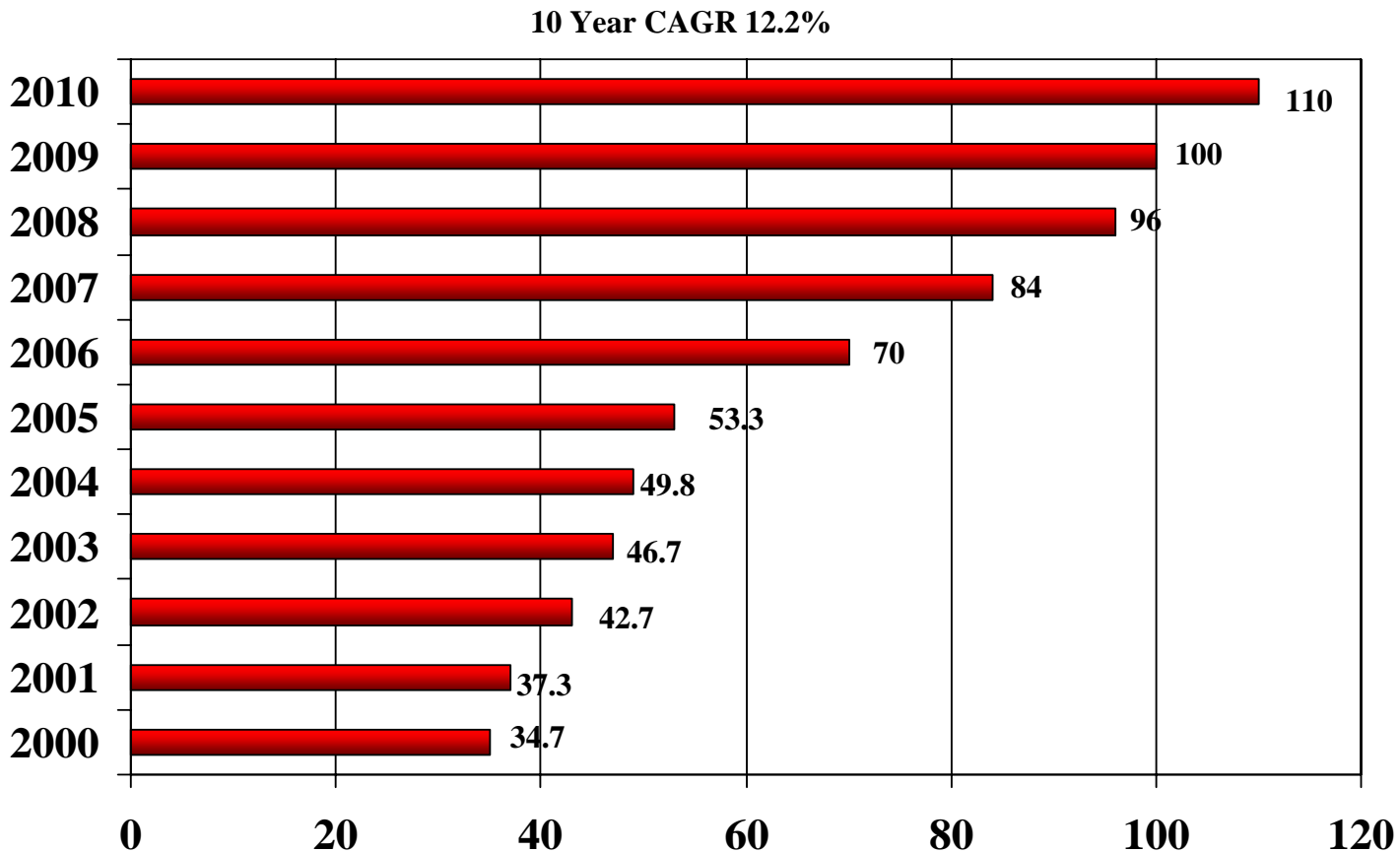
Earnings per Share



41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011



Consistent Dividend Growth



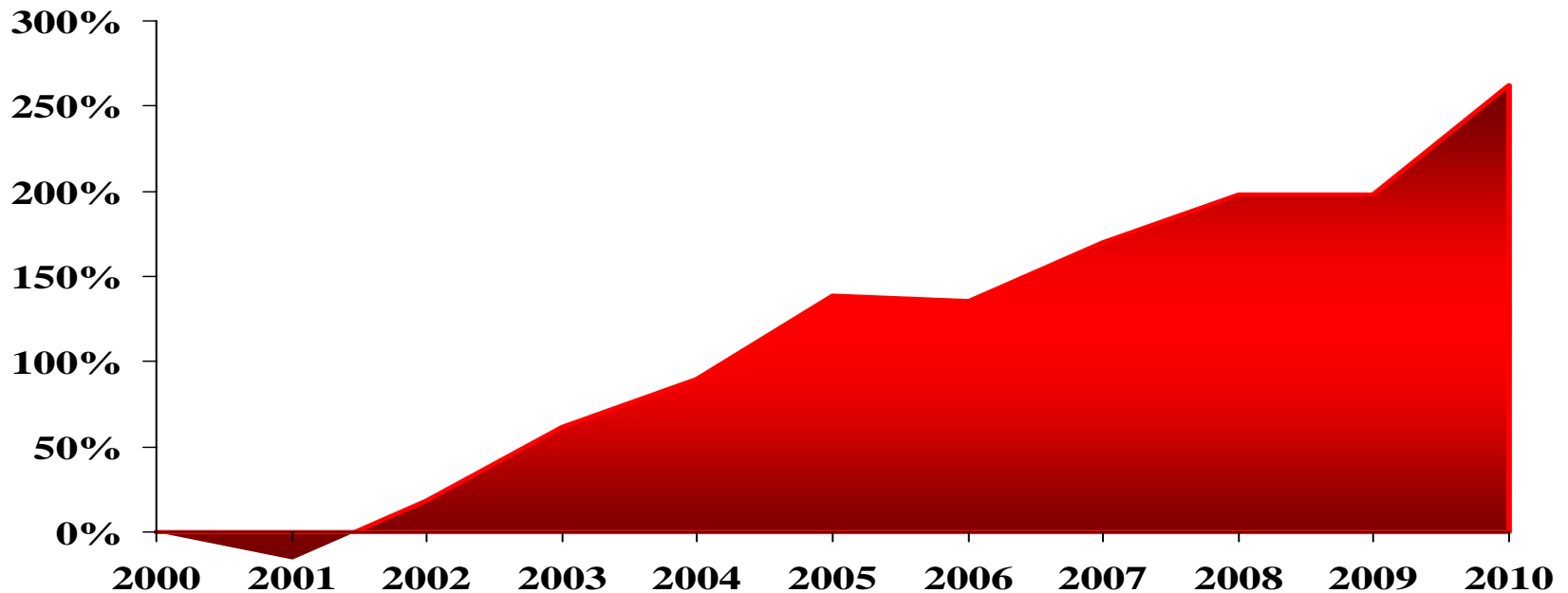
41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011



Return to Shareholders

Share price appreciation plus dividends received

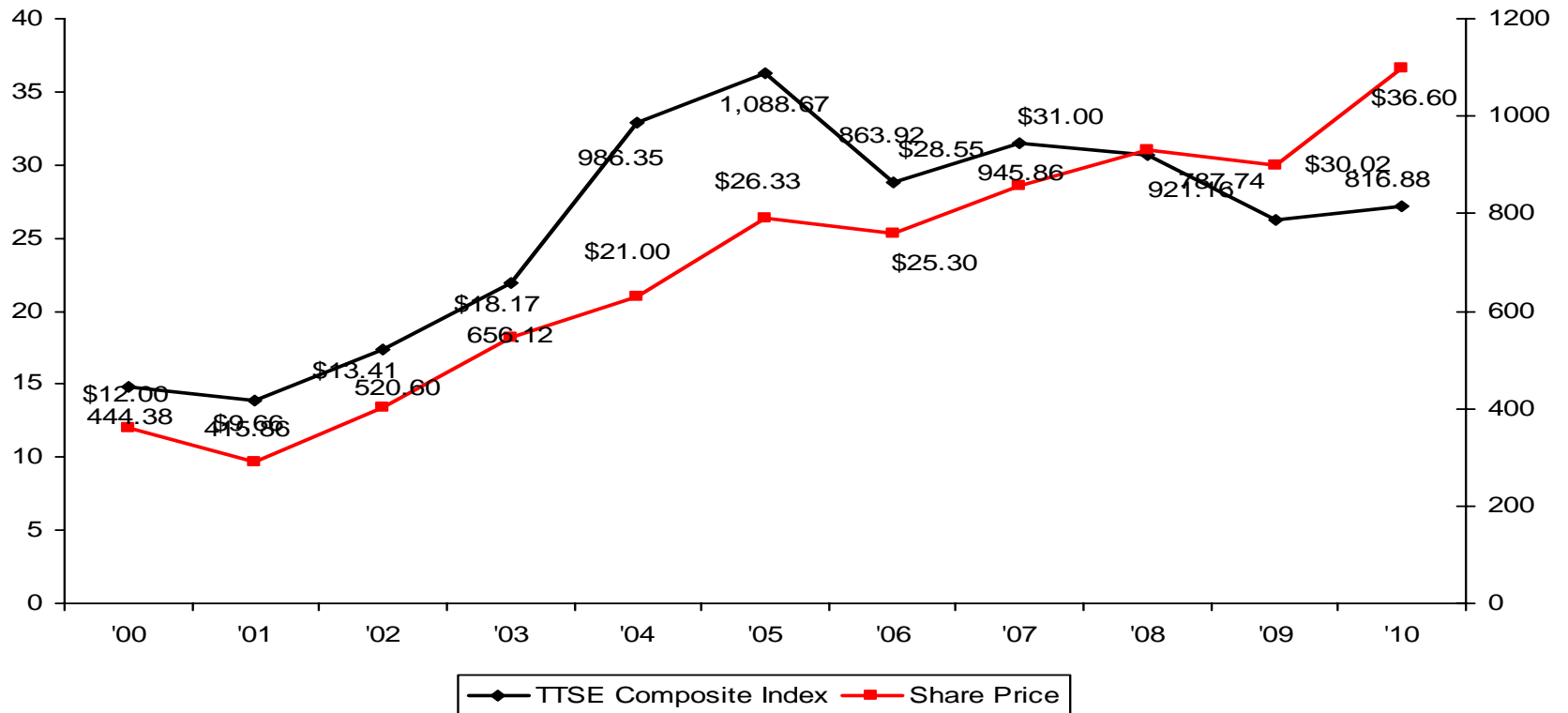
10 year CAGR 12.24%



41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011



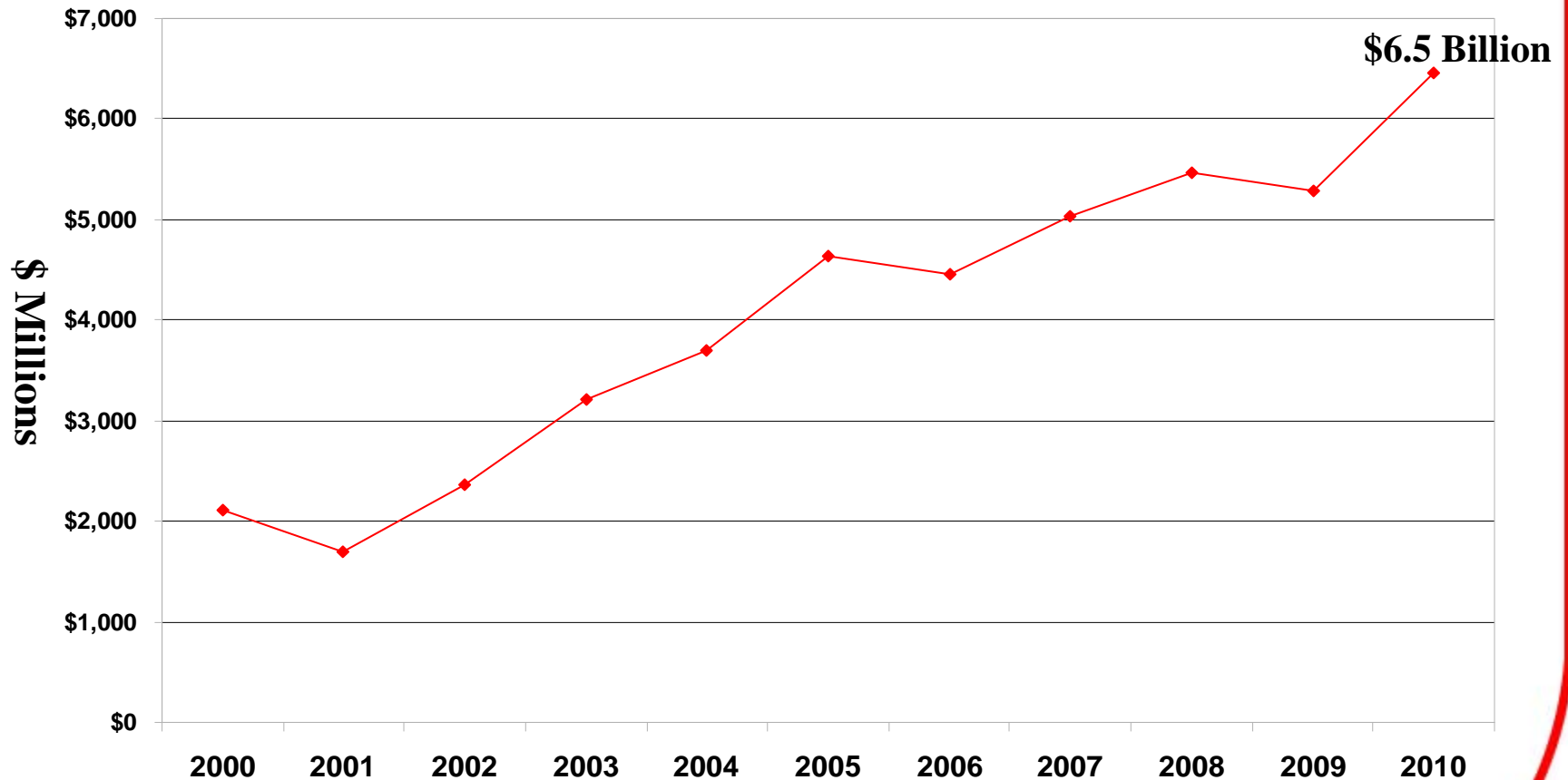
Scotiabank's Share Price Trend



41st Annual Meeting of Shareholders
 Hyatt Regency Trinidad, Friday 25 February 2011



Scotiabank's Market Capitalisation



41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011





Scotiabank Trinidad and Tobago Limited
**41st Annual Meeting
of Shareholders**

Hyatt Regency, Friday 25 February 2011





Thank You

**41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011**



2010 CORPORATE DIRECTOR COMPENSATION SURVEY

Trinidad & Tobago



HRC *Associates*
Management Consultants

**41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011**



Directors' Fees

- **Last adjustment in 2006, over 5 years ago**
- **Kept approval process in Bye Laws**
- **Commissioned a survey by HRC Associates**
- **SBTT director was 200% below Industry**
- **Significant changes and requirements last 5 years**
- **Competitive compensation to attract quality directors**
- **Recommendation still about 50% below Industry**

Corporate Social Responsibility

41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011



Volunteerism



41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011





**WOMEN AGAINST
BREAST CANCER**



Scotiabank



**41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011**



Scotiabank



Scotiabank
TRINIDAD & TOBAGO
FOUNDATION

There when you need us



41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011

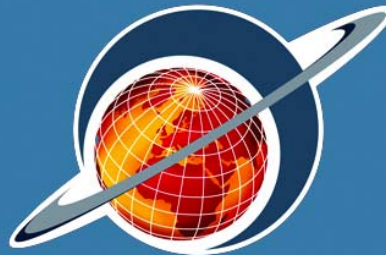


BEST EMERGING MARKET BANK 2010



GLOBAL
FINANCE

The Banker



Bank of the Year 2010
TRINIDAD & TOBAGO

BEST INTERNET BANK AWARD • 2010



GLOBAL
FINANCE

41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011



Training



**41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011**



Employers Consultative Association's Champion Employer of the Year (Large Category)



41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011



Core Values

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

Our Overall Strategy

- ✓ **Revenue Growth**
- ✓ **Capital Management**
- ✓ **Leadership**
- ✓ **Prudent Risk Management**
- ✓ **Cost Containment**

Q1 2011 Highlights

- **Total Assets \$16.2B**
- **Profits after Tax up 8.7% to \$133.5MM**
- **EPS: 75.7 cents**
- **Dividend increased to 32 cents**
- **Strong Capital Ratio –29.44%**
- **Adequate Cash reserves \$1.3B**
- **Industry leading ratios:**
 - **Efficiency ratio at 42.03%**
 - **ROE : 21.11%**
 - **ROA : 3.27%**

Acknowledgement



Robert Pitfield



Brian Porter



Claude Norfolk

**41st Annual Meeting of Shareholders
Hyatt Regency Trinidad, Friday 25 February 2011**





Scotiabank Trinidad and Tobago Limited
**41st Annual Meeting
of Shareholders**

Hyatt Regency, Friday 25 February 2011

