58 Years
Ups and downs in our economic and political history
Changes on the financial services landscape
Horizon of success
Financial Performance
More than a Decade of Consistent Earnings

10 year Compounded Annual Growth Rate (CAGR) 13.60 %

$ Million

- '01
- '02
- '03
- '04
- '05
- '06
- '07
- '08
- '09
- '10
- '11

$544.3M

6.89%
Success

✓ Scotiabank - 12% increase in earnings
81% contribution to group profit

✓ ScotiaLife - 23% increase in earnings
15% contribution to group profit
Earnings from All Business Lines

(Net Income before Tax, $ millions)

- Corporate & Merchant Banking: 363 (55.2%) in 2010, 325 (46.6%) in 2011
- Retail Banking: 268 (40.7%) in 2010, 333 (47.7%) in 2011
- Insurance Services: 76 (11.6%) in 2010, 86 (12.3%) in 2011
- Other and Elimination: (7.5%) in 2010, (6.6%) in 2011

All-Bank: 658 in 2010, 698 in 2011
Strong Balance Sheet

10 Year CAGR 10.87%

$17B

5.27%
The Overall Credit Quality of Financial Assets is Good

$12,654.3M  $14,228.4M  $13,516.0M  $14,235.4M

Acceptable
Good
Very Good
Excellent
Performance Ratios

Return on Assets

- Scotiabank
- Industry Average

2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011
---|---|---|---|---|---|---|---|---|---
2.27% | 2.30% | 2.44% | 2.70% | 2.64% | 2.90% | 2.80% | 2.24% | 1.75% | 2.07%
3.07% | 3.16% | 3.70% | 3.58% | 3.34% | 3.00% | 3.17% | 3.28%

42nd Annual Meeting of Shareholders, Hyatt Regency Trinidad, Friday 24th February, 2012
Scotiabank – Top Tier ROE

2011

Scotia 20.7%
RBL 16.0%
FCB 14.3%
FCIB 16.3%
RBC 1.8%
Performance Ratios

Return on Equity

- Scotiabank
- Industry Average

2002 2003 2004 2005 2006 2007 2008 2009 2010 2011
Industry's Performance Measures

**Return on Assets**

<table>
<thead>
<tr>
<th>Bank</th>
<th>RBL</th>
<th>RBC</th>
<th>FCB</th>
<th>FCIB</th>
<th>Scotia</th>
</tr>
</thead>
<tbody>
<tr>
<td>Return</td>
<td>2.5%</td>
<td>0.4%</td>
<td>2.4%</td>
<td>1.8%</td>
<td>3.3%</td>
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</tbody>
</table>

**Return on Equity**

<table>
<thead>
<tr>
<th>Bank</th>
<th>RBL</th>
<th>RBC</th>
<th>FCB</th>
<th>FCIB</th>
<th>SBTT</th>
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</thead>
<tbody>
<tr>
<td>Return</td>
<td>16.0%</td>
<td>1.8%</td>
<td>14.3%</td>
<td>16.3%</td>
<td>20.7%</td>
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</table>

**Productivity Ratio**

<table>
<thead>
<tr>
<th>Bank</th>
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<th>FCB</th>
<th>FCIB</th>
<th>Scotia</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ratio</td>
<td>46.8%</td>
<td>75.8%</td>
<td>48.2%</td>
<td>23.6%</td>
<td>41.7%</td>
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</tbody>
</table>

**Total Assets ($ Billions)**

<table>
<thead>
<tr>
<th>Bank</th>
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<th>FCB</th>
<th>FCIB</th>
<th>Scotia</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assets</td>
<td>47.3</td>
<td>31.2</td>
<td>3.9</td>
<td>17.0</td>
<td>86.1</td>
</tr>
</tbody>
</table>
Consistent Dividend Growth

10 Year CAGR 12.91%

2011: 128
2010: 110
2009: 100
2008: 96
2007: 84
2006: 70
2005: 53
2004: 49
2003: 47
2002: 43
2001: 38
Return to Shareholders

Share price appreciation plus dividends received

10 year CAGR 19.67%
Scotiabank’s Share Price Trend

TTSE Composite Index

Share Price

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Scotiabank’s Market Capitalisation

- Scotiabank's Market Capitalisation
- $8.8 Billion

2001 to 2011 chart showing growth in millions of dollars.
Productivity Ratio

0.52% decrease
Centres of Excellence

Processing Support Centre

Caribbean South Collections Unit

Lending Services Unit
Customer

Delivering Our Service Promise

Our Customer Value Proposition

We are committed to building a lasting relationship with you by providing practical advice and solutions that are right for you to help you reach your goals.

Our Service Promise

I am proud to be a Scotiabanker and I...

1. Make every customer feel welcome.
   Proactively acknowledge every customer with a warm and friendly greeting.

2. Take the time to understand and anticipate customer needs.
   Listen attentively and ask thoughtful questions that will help you uncover customer needs.

3. Provide advice and solutions that are right for each customer.
   Proactively provide advice and solutions that help my customer become financially better off.

4. Follow-through and keep my promises.
   Focus on “doing it right the first time.” If something goes wrong, take personal ownership of a customer’s concerns.

5. Sincerely thank every customer, every time.
   A customer honours us by choosing Scotiabank and we are privileged to serve them.
People

Over 80%
Scotiabank Trinidad and Tobago Limited

42nd Annual Meeting of Shareholders
Daniel J. Fitzwilliam
Scotiabank Trinidad and Tobago Limited

42nd Annual Meeting of Shareholders
Corporate Social Responsibility

Scotiabank Trinidad & Tobago Foundation
There when you need us
Corporate Social Responsibility
Corporate Social Responsibility
Corporate Social Responsibility

More than
16,000
women screened
Scotiabank Trinidad and Tobago Limited

42nd Annual Meeting of Shareholders
Recognition

Champion Employers in Country

Top 10 Companies for Females

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Scotiabank’s Five-Point Strategy

1. Sustainable & Profitable Revenue Growth
2. Capital & Balance Sheet Management
3. Leadership
4. Prudent Risk Management & Appetite
5. Efficiency & Expense Management

Scotiabank’s core purpose is:
To be the best at helping customers become financially better off by providing practical advice and relevant solutions.
Q1 2012 Highlights

- Total Assets $16.6B
- Profits after Tax up 6.1% to $141.6MM
- EPS: 80.3 cents
- Dividend - 32 cents
- Strong Capital Ratio – 31.96%
- Adequate Cash Reserves $1.2B
Scotiabank Trinidad and Tobago Limited

42nd Annual Meeting of Shareholders