



Scotia Group Appoints New Executives



Dr. Adrian Stokes

Richard Fraser

[February, 2017] Scotia Group has announced the appointment of Dr. Adrian Stokes and Richard Fraser as President, Scotia Jamaica Life Insurance Company and Vice President, Senior Legal Counsel & Corporate Secretary respectively.

Stokes who joined the Scotia Group in 2010, will have primary responsibility for the growth and profitability of individual life, group life and pension insurance businesses to support the strategic goals of Scotia Group Jamaica.

During his tenure with the Group he has acted in numerous positions including VP responsible for Strategy and Product Development at Scotia Investments Jamaica Limited (SIJL); Group Strategist; VP for Market Risk, Strategy, and Business Intelligence; and most recently as Regional Director for Market Risk Management, where he successfully led the effort to create a centre of excellence in Jamaica for Market Risk Management.

Stokes has a successful background in Investment Management, Product Development, Corporate Strategy, and Risk Management. He holds a PhD in International Finance from the University of Manchester, a MSc in Economics from the University of the West Indies and is a past Commonwealth Scholar.

Fraser now heads Scotia Group's Legal Department and will act as Corporate Secretary to the Group, its subsidiaries and affiliates. He joined the Scotia Group from the Digicel Group where

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he started in 2007 as Head of Mergers and Acquisitions and Head of Legal and Regulatory Jamaica, he then assumed a new post in 2012 as Chief Operating Officer and finally in 2014 he was appointed Director of Legal Affairs and Business Development where he was responsible for the evaluation of new market opportunities and business development initiatives to enhance revenue diversification across the Digicel Group. Richard brings with him a unique blend of legal, corporate, regulatory and operational skills garnered both locally and internationally.

Richard completed his studies in the Faculty of Law at the University of Kent Canterbury in 1997 and was admitted to the Jamaican Bar in 2008. He qualified as a United Kingdom Solicitor in 2000 and returned to Jamaica in 2007. In addition, he completed the Executive Education Programme at the Harvard Business School in 2013 and the Executive Leadership and Management Course at the Wharton School at the University of Pennsylvania in 2015.

About Scotia Group Jamaica Limited (SGJL)

Scotiabank has been in Jamaica since 1889 and is the premier financial institution in the country with just over 2,000 employees and 35 Branches Island wide. SGJL is a subsidiary of Scotiabank (Canada) and offers a diverse range of products and services including personal, commercial, and small business banking, wealth management, insurance, and mortgages. SGJL is an award winning institution having been named on numerous occasions as the Bank of the Year and Best Bank in Jamaica by international financial publications – the Banker, Latin Finance, Euromoney, and Global Finance magazines. SGJL has JMD\$ 450 billion in assets (as at April 30, 2016). For more information please visit www.scotiabank.com/jm.