

PRESS RELEASE: April 16, 2019

### **Scotiabank Gives \$9-Million Towards JAMPRO's ExportMaxIII**



*Scotiabank Jamaica's Executive Vice President Retail, Audrey Tugwell Henry (right) joins JAMPRO President, Diane Edwards (left), in the signing of a \$9-Million sponsorship contract for the upcoming ExportMaxIII programme.*

*ExportMaxIII will provide fifty exporters and export ready firms with intensive capacity building and market penetration support over a three-year period, enabling them to be competitively positioned to take advantage of market opportunities.*

*Observing the proceedings is Ricardo Durrant (standing), Manager Sales and Promotion Support Unit and Project Manager of the programme*

Scotiabank has, for the second time in the past year, joined forces with JAMPRO by investing \$9-Million into the ExportMaxIII programme. ExportMaxIII will provide fifty exporters and export ready firms with intensive capacity building and market penetration support over a three-year period, enabling them to be competitively positioned to take advantage of new market opportunities. The official signing of the partnership took place recently at the JAMPRO headquarters with Scotiabank Jamaica's Executive Vice President Retail, Audrey Tugwell Henry and JAMPRO President, Diane Edwards.

According to Tugwell Henry, "Scotiabank is very pleased to partner with JAMPRO on the Export MaxIII programme. Small business is an important sector for the bank, and growing our exports is critical for the economy and for Jamaica".

The 50 companies selected will be producers or distributors of Jamaican-made products and services in the areas of agriculture, manufacturing, education, technology and music. During the duration of the programme they will be exposed to training in various management components that should enhance their productivity, sales and revenue, and better position them to be able to access credit facilities.

JAMPRO President, Diane Edwards, lauded the support of Scotiabank saying “Scotiabank has been a great supporter of this programme and we welcome their participation. We need our banks to be attentive and responsive to the needs of the small business community, the engine which will take our country to new growth levels”.

ExportMax, one of the signature programmes that JAMPRO operates and manages, is now in its third iteration and according to Edwards, the hope is that “we will continue to see the really impressive results we are able to achieve in ExportMaxII and ExportMaxI”.

This partnership with JAMPRO is one of a number of partnerships that affords Scotiabank the opportunity to assist businesses enhance their growth, and ultimately contribute to Jamaica’s economic progress. The Bank also recently announced a special 9.99% rate for Small and Medium businesses, and later this month will open registration for the 2019 cohort of the highly successful 17-week capacity building, small business programme, Scotiabank Vision Achiever.

## **About Scotiabank**

Scotiabank is Canada's international bank and a leading financial services provider in the Americas. We are dedicated to helping our more than 25 million customers become better off through a broad range of advice, products and services, including personal and commercial banking, wealth management and private banking, corporate and investment banking, and capital markets. With a team of more than 98,000 employees<sup>1</sup> and assets of over \$1 trillion (as at January 31, 2019), Scotiabank trades on the Toronto Stock Exchange (TSX: BNS) and New York Stock Exchange (NYSE: BNS). For more information, please visit [www.scotiabank.com](http://www.scotiabank.com) and follow us on Twitter @ScotiabankViews.

<sup>1</sup>Employees are reported on a full-time equivalent basis.

For more information, please contact:

**Yanique Forbes-Patrick**

Director Public Affairs and Communications

[Yanique.forbes-patrick@scotiabank.com](mailto:Yanique.forbes-patrick@scotiabank.com)