SCOTIA GROUP JAMAICA LTD.
Analyst Briefing

September 4, 2013
Our Mission Statement

We are committed to being the institution of choice in the financial sector, providing superior products and services and being a good corporate citizen to the benefit of our customers, shareholders and staff.
## Group Financial Performance

<table>
<thead>
<tr>
<th>Financial Performance</th>
<th>YTD/2013</th>
<th>YTD/2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consolidated Net Income</td>
<td>$8.708 (Billions)</td>
<td>$7.953 (Billions)</td>
</tr>
<tr>
<td>Earnings Per Share</td>
<td>$2.70</td>
<td>$2.45</td>
</tr>
<tr>
<td>Productivity ratio</td>
<td>55.47%</td>
<td>52.78%</td>
</tr>
<tr>
<td>Dividend per share</td>
<td>$1.20</td>
<td>$1.11</td>
</tr>
</tbody>
</table>
Group Financial Performance

Total Revenues (Millions)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Net Interest income after LLP</th>
<th>Other Income</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3/12</td>
<td>5,605</td>
<td>2,298</td>
</tr>
<tr>
<td>Q4/12</td>
<td>5,718</td>
<td>2,201</td>
</tr>
<tr>
<td>Q1/13</td>
<td>5,839</td>
<td>2,453</td>
</tr>
<tr>
<td>Q2/13</td>
<td>5,289</td>
<td>3,016</td>
</tr>
<tr>
<td>Q3/13</td>
<td>5,733</td>
<td>3,141</td>
</tr>
</tbody>
</table>
Group Financial Performance

Expenses (Millions)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Staff Costs</th>
<th>Other Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3/12</td>
<td>1,946</td>
<td>1,997</td>
</tr>
<tr>
<td>Q4/12</td>
<td>2,291</td>
<td>2,068</td>
</tr>
<tr>
<td>Q1/13</td>
<td>2,357</td>
<td>2,165</td>
</tr>
<tr>
<td>Q2/13</td>
<td>2,388</td>
<td>2,203</td>
</tr>
<tr>
<td>Q3/13</td>
<td>2,412</td>
<td>2,237</td>
</tr>
</tbody>
</table>
Group Financial Performance

Assets

<table>
<thead>
<tr>
<th></th>
<th>Q3/12</th>
<th>Q4/12</th>
<th>Q1/13</th>
<th>Q2/13</th>
<th>Q3/13</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total assets</td>
<td>348,361</td>
<td>358,209</td>
<td>375,074</td>
<td>382,125</td>
<td>388,633</td>
</tr>
<tr>
<td>Other assets</td>
<td>48,842</td>
<td>52,869</td>
<td>68,633</td>
<td>73,920</td>
<td>77,656</td>
</tr>
<tr>
<td>Loans</td>
<td>160,543</td>
<td>159,340</td>
<td>160,367</td>
<td>155,747</td>
<td>154,828</td>
</tr>
<tr>
<td>Securities</td>
<td>116,322</td>
<td>122,525</td>
<td>122,314</td>
<td>127,256</td>
<td>130,948</td>
</tr>
<tr>
<td>Cash Resources</td>
<td>22,654</td>
<td>23,475</td>
<td>23,760</td>
<td>25,202</td>
<td>25,201</td>
</tr>
</tbody>
</table>

- Other Assets
- Loans
- Securities
- Cash Resources
Group Financial Performance

Return on Equity (%)

- 2009: 26.35%
- 2010: 20.78%
- 2011: 17.59%
- 2012: 16.11%
- YTD 2013: 16.95%
Financial Review – The Bank
Scotiabank’s Financial Performance

Net Profit excluding dividends (Millions)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Net Profit (Millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3/12</td>
<td>$1,101</td>
</tr>
<tr>
<td>Q4/12</td>
<td>$1,284</td>
</tr>
<tr>
<td>Q1/13</td>
<td>$1,072</td>
</tr>
<tr>
<td>Q2/13</td>
<td>$1,111</td>
</tr>
<tr>
<td>Q3/13</td>
<td>$1,298</td>
</tr>
</tbody>
</table>
BNSJ Market Share - Loans

Quarterly changes

Total Loans Discounts & Adv
Government Services
Private Sector
Personal
Personal incl Mortgages

70.13% 75.89% 77.14% 76.53% 77.45% 79.22% 80.00% 78.91% 73.97%

43.72% 42.43% 44.17% 44.00% 43.96% 43.40% 43.05% 42.83% 42.97%

35.78% 35.13% 34.29% 35.24% 35.60% 35.54% 35.52% 34.36% 33.95%

20.77% 20.53% 20.27% 22.03% 21.74% 22.14% 23.66% 22.20% 22.00%

BNSJ Market Share - Deposits

Total Deposits
(TTL CURRENCY)

Total Deposits
(TTL CURRENCY)
Total Deposits
Public Sector
Commercial
Retail
Mortgage Industry

Market Share - Residential Mortgages

- SJBS
- JNBS
- VMBS
- FCIBJ

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</tr>
</thead>
<tbody>
<tr>
<td>SJBS</td>
<td>10.41%</td>
<td>10.83%</td>
<td>11.69%</td>
<td>12.81%</td>
<td>13.84%</td>
<td>14.72%</td>
<td>15.38%</td>
<td>15.90%</td>
<td>16.60%</td>
</tr>
<tr>
<td>JNBS</td>
<td>9.89%</td>
<td>9.80%</td>
<td>9.73%</td>
<td>9.65%</td>
<td>9.61%</td>
<td>9.52%</td>
<td>9.34%</td>
<td>9.17%</td>
<td>9.17%</td>
</tr>
<tr>
<td>VMBS</td>
<td>33.25%</td>
<td>32.44%</td>
<td>31.59%</td>
<td>30.87%</td>
<td>29.71%</td>
<td>28.71%</td>
<td>27.81%</td>
<td>27.66%</td>
<td>26.86%</td>
</tr>
<tr>
<td>FCIBJ</td>
<td>46.45%</td>
<td>46.93%</td>
<td>46.99%</td>
<td>46.68%</td>
<td>46.84%</td>
<td>47.04%</td>
<td>47.47%</td>
<td>47.27%</td>
<td>47.36%</td>
</tr>
</tbody>
</table>


Scotiabank
Scotia Investments Financial Performance

Net Profit ( Millions )

Q3/12: $476
Q4/12: $412
Q1/13: $487
Q2/13: $372
Q3/13: $563
The FUM for SIJL’s Off Balance Sheet Business has been recording a steady growth over the past few years, particularly since 2010. This is consistent with our long term strategy to diversify away from reliance on net interest income and focus on fee based revenues.
In terms of the local unit trust industry, SAMJL now has a 42% market share with assets under management of $22.5B, reflecting a growth rate of $1.1B or 5.2% year over year.
Scotia Insurance Financial Review
Scotia Insurance Financial Performance

Insurance Revenues ( Millions )

July 2013

- Net Interest Rev: 15%
- Net Prem. Income: 35%
- Actuarial Income: 4%
- Other Revenue: 4%
- Total: 100%

July 2012

- Net Interest Rev: 11%
- Net Prem. Income: 33%
- Actuarial Income: 3%
- Other Revenue: 53%
- Total: 100%
Scotia Insurance Financial Performance

Net Profit (Millions)

- Q3/12: $772
- Q4/12: $546
- Q1/13: $704
- Q2/13: $662
- Q3/13: $789
Scotia Insurance Financial Performance

Market Share - Gross Premium Income

- COMPETITOR 1
- COMPETITOR 2
- COMPETITOR 3
- SCOTIA LIFE

September 2013 | Analyst Briefing
Corporate Social Responsibility
Corporate & Social Responsibility

• **Student Care**
  – $0.5MM to support tuition for 4 GSAT scholars and a tertiary scholar
  – $0.4MM towards the Breakfast Feeding Programme

• **Health Care**
  – Supported the purchase of dialysis supplies for the Haemodialysis Unit at CRH
  – Donated $2.9MM to purchase rods & screws and facilitate 6 scoliosis surgeries.

• **Community Care**
  – Donated over $1.2 MM towards various community projects including Jamaica Environment Trust, York Regional Police, Missionaries of the Poor, Golden Age Home.
  – Scotia Volunteers participated in 48 Labour Day Projects across the island – painting of pedestrian crossings, schools & a hospital
Proud winners of the PSOJ/Jamaica Customer Service Association’s Service Excellence Award 2013

Our staff stand behind our service promise to:

- Make the Customer feel welcome.
- Take time to understand and anticipate customer needs.
- Provide advice and solutions that are right for each customer.
- Follow through and keep my promises.
- Sincerely thank every customer, every time.

*Discover what’s possible*

Visit a Scotiabank branch or go to scotiabank.com
Strategic Initiatives
Key Strategic Imperatives 2013

- High Performance Culture
  - Recruitment & Onboarding
  - Talent Management
  - Leadership

- Sustainable Revenue Growth
  - Collaboration to deepen relationships
  - New markets

- Operational Efficiency
  - Retail Distribution Realignment
  - Process Reengineering
  - Consolidation & Realignment

- Client Intimacy
  - Customer-Centric Decision-making
  - Strengthen Customer Experience

- Risk Management
  - World Class Enterprise Risk Management
QUESTIONS?

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