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For further information contact: Stacie-Ann Wright Executive Vice President & Chief Financial Officer Tel: 876-922-1000

Fax: 876-967-4300

# MEDIA RELEASE

## SCOTIA GROUP JAMAICA LIMITED REPORTS STRONG FIRST QUARTER **RESULTS**

## FIRST QUARTER 2008 HIGHLIGHTS (Year to Date)

- Net Income of \$2,193 million
- Net Income available to common shareholders of \$2,135 million
- Earnings per share of \$0.69
- Return on Average Equity 24.40%
- **Productivity ratio of 55.17%**
- First Quarter dividend of 32 cents per share

Scotia Group Jamaica Limited (Scotia Group) today reported strong first quarter results of \$2,135 million net income available to common shareholders, an increase of \$521 million or 32% when compared to the same period last year. The current year's net income includes the results of Dehring Bunting & Golding Limited (DB&G), which was acquired on May 1, 2007.

William E. Clarke, President and CEO said "We are pleased to begin the new fiscal year with such a strong performance. All major business lines continue to deliver strong sustainable growth and earnings, despite the reduction in interest margins and the challenging economic environment. Our retail portfolio demonstrated very strong volume growth of over \$9 Billion in our Scotia Plan Loans, Mortgages (SJBS) and Credit card portfolios. With this strong start to the 2008 fiscal year, we are well positioned to achieve our key targets for 2008. Scotia Group results are reflective of our core strengths in cost control, risk management and customer satisfaction."

The contribution to net income by our subsidiaries are outlined below:-

	\$'Million	% Contribution
The Bank of Nova Scotia Jamaica Limited	1,340	62.76%
Scotia Jamaica Life Insurance Company Limited	491	23.00%
Dehring Bunting & Golding Limited	195	9.13%
Scotia Jamaica Building Society	109	5.11%
Net Income attributable to common shareholders	2,135	100.00%

Earnings per share (EPS) for the quarter was \$0.69, compared to \$0.55 for last year, while Return on Average Equity (ROE) remains very strong at 24.40%.

The Board of Directors today, approved an interim dividend of 32 cents per stock unit, payable on March 28, 2008 to stockholders on record at March 5, 2008.

#### **REVENUES**

Total Revenue comprising net interest revenue and other income was \$6,707 million, an increase of \$1,567 million or 30.49% from prior year.

#### **NET INTEREST INCOME**

Net interest income was \$5,172 million, up \$1,076 million when compared to last year. This is as a result of strong portfolio volume growth primarily in our retail portfolio. Interest income earned from securities also increased, due to volume growth in the investment, pledged assets and repurchase agreement portfolios resulting from the acquisition of DB&G in May 2007.

#### OTHER REVENUE

Other revenue, excluding Insurance Premium Income, was \$1,345 million, up \$442 million when compared with last year. This was driven mainly by the growth in foreign exchange trading profit, securities trading income, credit and electronic banking related fees. Insurance Premium is attributable to ScotiaMINT, the interest sensitive life insurance policy and Creditor Life insurance, marketed by SJLIC. Combined net premium income for both products increased by approximately \$49 million when compared to prior year. SJLIC reported gross premium income of \$1.2 billion for the three month period.

## NON-INTEREST EXPENSES AND PRODUCTIVITY

The Group continues to pay close attention to expense control and risk management. Our productivity ratio (non-interest expense as a percentage of total revenue) - a key measure of cost efficiency - was 55.17%. If insurance premium and related actuarial expenses were excluded, to recognize the significant dissimilarities between the revenue/expense pattern of the insurance business and the other financial services offered by the Scotiabank group, the productivity ratio for the period was 46.57%, which is significantly better than the international benchmark of 60%.

Non-interest Expenses excluding Change in Policyholders' Reserve and Loan Loss Provisions, were \$2,952 million, an increase of \$782 million over last year of which \$271 Million relate to the inclusion of DB&G in the consolidated results. The balance of \$511 million was due to increased staff costs, amortization of the intangible assets resulting from the acquisition of DB&G, and computer related expenses. Policyholders Reserves for ScotiaMINT's life insurance fund is directly attributed to the business in force.

## **CREDIT QUALITY**

Non-performing Loans at January 31, 2008 were \$2,155 million, of which \$787 million relates to the consolidation of DB&G. The non-performing loans for the BNSJ Group were \$1,368 million, this was an increase of \$268 million when compared to \$1,100 million a year ago, and \$52 million above the previous quarter ended October 31, 2007. The BNSJ Group's non-performing loans now represent 1.75% of total loans and 0.65% of total assets compared to 1.74% and 0.54% respectively in prior year. DB&G's non-performing loans reduced marginally by \$5 million over the previous quarter, and represents 1.33% of total assets.

The IFRS Loan Loss Provisioning requirements are computed using a different methodology from the Regulatory requirement. The difference in the amount computed under the two methodologies is reported as Loan Loss Reserve in the equity component of the Balance Sheet. The Group's loan loss provision as determined by IFRS is \$832 million, of which \$634 million is specific and \$198 million is general.

The loan loss provision as determined by Regulatory Requirement is \$1,906 million, of which \$384 million relates to provisions established by DB&G. BNSJ Group's loan loss provision is \$1,522 million which exceeds total non-performing loans by \$154 million, and provides coverage of 111% of BNSJ Group's non performing loans. Over the years, we continue to experience significant growth in the loan portfolio, however the loan loss provision has remained relatively stable, due to Scotiabank's strong credit policy and loan administration procedures, which has ensured the high quality of the loan portfolio.

## **BALANCE SHEET**

Total assets increased year over year by \$67 Billion or 33% to \$272 Billion as at January 31, 2008. The consolidation of DB&G contributed \$37 Billion to the growth in assets. The Group's performing loans were \$81 billion, up \$19 Billion over the previous year, as we continue to experience significant growth in retail lending, and have seen an improvement in the demand for commercial loans. Investments, pledged assets and repurchase agreements increased by \$42 Billion of which \$31 Billion relates to the consolidation of DB&G. Retirement Benefit Asset represents the net of the present value of pension obligation and the fair value of the pension plan assets as determined by independent actuaries.

Deposits grew to \$141.4 billion, up \$18 billion 14.51% from the previous year, reflecting continued confidence in Scotiabank.

## **CAPITAL**

Scotia Group's capital base continues to be very strong. Total shareholders equity grew to \$36 billion, \$7.5 Billion more than prior year, this was due mainly to an increase of \$3.6 Billion in the share capital of Scotia Group Jamaica Limited in May 2007 and \$3 billion in the retained earnings. We continue to build a strong capital position to enable us to take advantage of future growth opportunities.

#### **OUR COMMITMENT TO THE COMMUNITY**

Scotiabank demonstrated its continuing commitment to Jamaica with tangible contributions through the Scotiabank Jamaica Foundation and other public relations activities. On January 2, 2008, we marked the 100th Anniversary of the Port Maria branch and held a week of activities which celebrated and recognized the loyalty and dedication of our customers since 1908.

During the quarter, the Bank launched a major strategy to command market share in the small and medium enterprise sector with the establishment of the Scotiabank Chair in Entrepreneurship and Development at the Technology Innovation Center, University of Technology. The Scotiabank Jamaica Foundation is funding the Chair at a cost of \$32.5 million to be disbursed over the next five years. The main beneficiaries will be micro, small and medium-sized enterprises (MSMEs) and Business Associations who will benefit from the Enterprise-Wide Risk Management and Financing Programme, research and training.

The Bank also committed \$12 million in sponsorship of the Jamaica Netball Association. The sponsorship will provide \$4 million annually to the association and positions Scotiabank as the main sponsor of the Scotiabank Netball Training Camp and of the JNA. This further demonstrates our commitment to the growth and development of our youth. We also launched the second year of our HIV and AIDS Education Programme to build awareness in primary schools – the Speak Up! Speak Out! Education Programme - and formed a partnership with the Jamaica Cultural Development Commission to include items on HIV and AIDS and healthy lifestyles in the annual festival of the arts competition. In December 2007, the Bank handed over new musical instruments to the Jamaica Constabulary Force Band valued at \$3.3 million to replace those which have been in use since the band started in 1954. The Bank also hosted the annual launch of the Salvation Army Christmas Kettle Appeal and donated \$450,000 to the Appeal.

Through the Scotiabank Jamaica Foundation we contributed \$9.3 million to the Education sector. In the Health sector, we contributed a total of \$979,000 towards maintenance of the Scotiabank Centennial Accident & Emergency Unit at the University Hospital of the West Indies and the maintenance of the Jamaica Cancer Society's Mobile Mammography Unit. We also continued with the provision of meals for the 45 residents at the Golden Age Home in Kingston at a cost of \$252,000.

#### **Awards**

Scotiabank and Dehring Bunting & Golding Limited dominated the annual Jamaica Stock Exchange Best Practices Awards taking four of the six awards in December 2007. Scotiabank won first place for Best Practices Annual Report as well as the Governor General's Award for Overall Excellence. Dehring Bunting & Golding won second place for Best Practices Annual Report and third place for the Best Practices Website for Listed Companies.

Scotia Group takes this opportunity to thank all of our stakeholders. To our customers, thank you for your loyalty and your business. To our shareholders, thank you for the commitment, trust and confidence you continue to show in us. Our continued success is as a result of great execution by our team of skilled and dedicated employees and their consistent focus on customer satisfaction. We thank them for their professionalism, commitment and for being a great team.

## CONSOLIDATED FINANCIAL STATEMENTS

## Scotia Group Jamaica Limited Statement of Consolidated Revenues & Expenses

Fo	For the three months ended										
Unaudited	January	October	January								
(\$ millions)	2008	2007	2007								
GROSS OPERATING INCOME	9,262	8,929	6,970								
INTEREST INCOME											
Loans and deposits with banks	4,167	3,782	3,467								
Securities	3,560	3,579	2,459								
	7,727	7,361	5,926								
INTEREST EXPENSE											
Deposits and repurchase agreements	2,555	2,594	1,830								
Net interest income	5,172	4,767	4,096								
Provision for credit losses	(83)	(124)	(160)								
Net interest income after provision for credit losses	5,089	4,643	3,936								
Net fee and commission income	962	829	698								
Insurance premium income	190	174	141								
Gains less losses from foreign currencies	295	361	202								
Other operating income	88	204	3								
	1,535	1,568	1,044								
TOTAL OPERATING INCOME	6,624	6,211	4,980								
OPERATING EXPENSES											
Staff costs	1,717	1,490	1,284								
Premises and equipment, including depreciation	399	411	338								
Amortisation of intangible assets	55	135	-								
Changes in policyholders' reserves	665	640	585								
Other operating expenses	781	779	548								
	3,617	3,455	2,755								
OPERATING PROFIT	3,007	2,756	2,225								
Share of profits in associated company	-	-	19								
PROFIT BEFORE TAXATION	3,007	2,756	2,244								
Taxation	(814)	(547)	(630)								
PROFIT AFTER TAXATION	2,193	2,209	1,614								
	2,130	2,200	1,014								
ATTRIBUTABLE TO:											
Stockholders of the company	2,135	2,126	1,614								
Minority interest	58 <b>2,193</b>	2,209	1,614								
	2,193	۷,۷05	1,014								
Earnings per share based on 3,111,572,984 shares (cents)	69	68	55								
Return on average equity (annualised)	24.39%	25.16%	23.25%								
Return on assets (annualised)	3.14%	3.23%	3.15%								
Productivity ratio	55.17%	56.49%	56.69%								
Productivity ratio (excluding Life Insurance Business)	46.57%	47.70%	46.59%								

ASSETS CASH RESOURCES  58,020 55,104 60,7 INVESTMENTS Held To Maturity Financial assets at fair value through statement of revenue and expenses Pinancial assets at fair value through statement of revenue and expenses Pinancial assets at fair value through statement of revenue and expenses Pinancial assets at fair value through statement of revenue and expenses Pinancial assets at fair value through statement of revenue and expenses Pinancial assets at fair value through statement of revenue and expenses Pinancial assets Pinanci		Period ended January 31	Year ended October 31	Period ended January 31
Modern   M		2008	2007	2007
Held To Maturity		50,000	FF 404	00.702
Held To Maturity   1,125	CASH RESOURCES	58,020	55,104	60,703
Financial assets at fair value through statement of revenue and expenses   916   1,125   3   3   3   3   3   4   5   5   5   5   5   7   6   1,996   45   5   5   5   5   7   6   1,996   45   5   5   5   5   7   6   1,996   45   5   5   5   5   7   6   1,996   45   5   5   5   5   7   6   1,996   45   5   5   5   5   7   6   1,996   45   5   5   5   5   7   6   1,996   45   5   5   5   5   7   7   7   7   7	INVESTMENTS			
Securities available for sale   21,826   21,646   15,5877   61,996   45,5877   61,996   45,5877   61,996   45,5877   61,996   45,5877   61,996   45,5877   61,996   45,5877   61,996   45,5877   61,996   45,5877   61,996   45,5877   61,996   45,5877   61,996   45,5877   61,996   45,5877   61,996   45,5877   61,996   45,5877   42,388   43,685   43,685   43,4865   4	· · · · · · · · · · · · · · · · · · ·		,	29,642 330
				15,599
PLEDGED ASSETS   38,224   34,665   21,4	_		61,996	45,571
CAPITAL MANAGEMENT AND GOVERNMENT SECURITIES FUND   16,119	INVESTMENT IN ASSOCIATED COMPANY	-	-	1,064
COVERNMENT SECURITIES UNDER REPURCHASE AGREEMENT   556	PLEDGED ASSETS	38,224	34,665	21,431
COANS, AFTER MAKING PROVISIONS FOR LOSSES   82,390   76,667   62,7	CAPITAL MANAGEMENT AND GOVERNMENT SECURITIES FUND	16,119	14,060	-
DTHER ASSETS	GOVERNMENT SECURITIES UNDER REPURCHASE AGREEMENT	556	1,156	302
Customers   Lability under acceptances   Superantees and letters of credit   Superantees   Superan	LOANS, AFTER MAKING PROVISIONS FOR LOSSES	82,390	76,667	62,731
Customers Liability under acceptances   guarantees and letters of credit   2,745   2,702   2,3     Real estate and equipment at   2,745   2,702   2,3     Customers Customer	07/170 400770			
guarantees and letters of credit         8,272         7,829         3,9           Real estate and equipment at cost, less depreciation         2,745         2,702         2,3           Deferred Taxation         1,452         1,293         5           Retirement Benefit Asset         4,960         4,940         4,4           Other assets         500         2,628         1,3           Intangible Assets         2,472         2,528         12,7           TOTAL ASSETS         271,587         263,126         204,5           LIABILITIES           Deposits by public         134,486         131,018         116,0           Other deposits         6,973         6,560         7,4           Other Judge of the posits         141,459         137,878         123,5           OTHER LIABILITIES           Teleposits         8,272         7,829         3,9           Acceptances, guarantees and Letters of Credit         8,272         7,829         3,9           Acceptances, guarantees and Letters of Credit         8,272         7,829         3,9           Acceptances, guarantees and Letters of Credit         8,272         7,29         3,9 </td <td></td> <td></td> <td></td> <td></td>				
cost, less depreciation         2,745         2,702         2,3           Deferred Taxation         1         -         -           Taxation Recoverable         1,452         1,293         5           Retirement Benefit Asset         4,960         4,840         4,4           Other assets         500         286         1,3           Intangible Assets         2,472         2,528           20,401         19,478         12,7           TOTAL ASSETS         20,415         20,45           TOTAL ASSETS         20,45         20,45		8,272	7,829	3,967
Deferred Taxation	···			
Taxation Recoverable   14.52   1.293   5.5   Retirement Benefit Asset   4.960   4.840   4.4   Other assets   5.00   2.66   1.3   Intangible Assets   2.472   2.528     20.401   19.478   12.7     20.401   19.478   12.7     20.401   19.478   12.7     20.401   19.478   12.7     20.401   19.478   12.7     20.401   19.478   12.7     20.401   19.478   12.7     20.401   19.478   12.7     20.401   19.478   12.7     20.401   19.478   12.7     20.401   19.478   12.7     20.401   19.478   12.7     20.401   19.478   12.7     20.401   19.478   12.7     20.401   19.478   12.7     20.401   19.478   12.7     20.401   19.478   12.7     20.401   19.478   12.7     20.401   19.478   13.018   14.018     20.401   19.478   13.018   13.018   13.018     20.401   19.478   13.1683   31.530   17.8     20.401   19.478   13.1683   31.530   17.8     20.401   19.478   13.1683   31.530   17.8     20.401   19.478   13.1683   31.530   17.8     20.401   19.478   13.1683   31.530   17.8     20.401   19.478   13.1683   31.530   17.8     20.401   19.478   13.1683   31.530   17.8     20.401   19.401   19.401   19.401   19.401		2,745	2,702	2,383 2
Retirement Benefit Asset		1.452	1.293	597
Intangible Assets   2,472   2,528   20,401   19,478   12,7   20,401   19,478   12,7   20,401   19,478   12,7   20,401   19,478   20,45   20,	Retirement Benefit Asset			4,422
20,401   19,478   12,7	Other assets	500	286	1,396
TOTAL ASSETS   271,587   263,126   204,5	Intangible Assets			-
DEPOSITS	<del>-</del>	20,401	19,478	12,767
DEPOSITS           Deposits by public Other deposits         134,486         131,018         116,0           Other deposits         6,973         6,860         7,4           OTHER LIABILITIES         141,459         137,878         123,5           Acceptances, guarantees and Letters of Credit         8,272         7,829         3,9           Liabilities under repurchase agreements         31,583         31,530         17,8           Promissory Notes         627         607         607           Capital Management and Government Securities Fund         16,118         14,060           Redeemable Preference Shares         100         100           Deferred Taxation         1,928         1,794         1,5           Retirement Benefit Obligation         775         723         5           Assets Held in Trust on behalf of Participants         52         53         5           Other liabilities         5,291         5,269         4,2           POLICY HOLDER'S FUND         27,731         26,974         24,7           EQUITY         Capital- Issued and fully paid, 3,111,572,984         6,570         6,570         2,9           Capital- Issued and fully paid, 3,111,572,984         7         27         27     <	TOTAL ASSETS	271,587	263,126	204,569
Deposits by public   134,486   131,018   116,0   16,973   6,860   7,4   141,455   137,878   123,5				
Other deposits         6,973         6,860         7,4           OTHER LIABILITIES         141,459         137,878         123,5           Acceptances, guarantees and Letters of Credit         8,272         7,829         3,9           Liabilities under repurchase agreements         31,583         31,530         17,8           Promissory Notes         6627         607         607           Capital Management and Government Securities Fund         16,118         14,060         14,060         14,060         14,060         15,		404 400	404.040	440.070
141,459   137,878   123,50				7,457
Acceptances, guarantees and Letters of Credit				123,530
Liabilities under repurchase agreements         31,583         31,530         17,8           Promissory Notes         627         607           Capital Management and Government Securities Fund         16,118         14,060           Redeemable Preference Shares         100         100           Deferred Taxation         1,928         1,794         1,5           Retirement Benefit Obligation         775         723         5           Assets Held in Trust on behalf of Participants         52         53         5           Other liabilities         5,291         5,269         4,2           POLICY HOLDER'S FUND         27,731         26,974         24,7           EQUITY         Capital and reserves attributable to the company's shareholders         Capital- Issued and fully paid, 3,111,572,984         5         5,291         6,570         6,570         2,9           Reserve Fund         3,185         3,161         3,1 <td>OTHER LIABILITIES</td> <td>,</td> <td>•</td> <td>ŕ</td>	OTHER LIABILITIES	,	•	ŕ
Promissory Notes	Acceptances, guarantees and Letters of Credit	8,272	7,829	3,967
Capital Management and Government Securities Fund         16,118         14,060           Redeemable Preference Shares         100         100           Deferred Taxation         1,928         1,794         1,5           Retirement Benefit Obligation         775         723         5           Assets Held in Trust on behalf of Participants         52         53           Other liabilities         5,291         5,269         4,2           Charlet Get Fund         27,731         26,974         24,7           POLICY HOLDER'S FUND         27,31         26,974         24,7           POLICY HOLDER'S FUND         27,31         26,974         29,7           POLICY HOLDER'S FUND         6,570 </td <td></td> <td>,</td> <td>,</td> <td>17,879</td>		,	,	17,879
Redeemable Preference Shares   100	•			-
Deferred Taxation   1,928   1,794   1,5     Retirement Benefit Obligation   775   723   5     Assets Held in Trust on behalf of Participants   52   53     Other liabilities   5,291   5,269   4,2     64,746   61,965   28,1     POLICY HOLDER'S FUND   27,731   26,974   24,7     EQUITY   Capital and reserves attributable to the company's shareholders     Capital Issued and fully paid, 3,111,572,984     Ordinary stock units, no par value   6,570   6,570   2,9     Reserve Fund   3,185   3,161   3,1     Retained Earnings Reserve   6,328   5,993   5,3     Loan Loss Reserve   1,050   1,046   8     Other Reserves   27   27     Investment Cumulative Remeasurement result from     Available for Sale Financial Assets   (120)   (212)   2     Unappropriated Profits   18,627   17,789   15,5     Minority Interest   1,984   1,935     Minority Interest   1,984   1,935     Minority Interest   1,984   1,935     Assets Held in Trust on behalf of 1,526   36,309   28,10     Capital Interest   1,984   1,935     Capital		,	,	-
Retirement Benefit Obligation   775   723   5   5   5   5   5   5   5   5   5				1,561
Other liabilities         5,291         5,269         4,2           64,746         61,965         28,1           POLICY HOLDER'S FUND         27,731         26,974         24,7           EQUITY           Capital and reserves attributable to the company's shareholders           Capital Issued and fully paid, 3,111,572,984           Ordinary stock units, no par value         6,570         6,570         2,9           Reserve Fund         3,185         3,161         3,1           Retained Earnings Reserve         6,328         5,993         5,3           Loan Loss Reserve         1,050         1,046         8           Other Reserves         27         27           Investment Cumulative Remeasurement result from Available for Sale Financial Assets         (120)         (212)         2           Unappropriated Profits         18,627         17,789         15,5           Minority Interest         1,984         1,935           Minority Interest         37,651         36,309         28,1		,	,	547
POLICY HOLDER'S FUND   27,731   26,974   24,7	·			-
POLICY HOLDER'S FUND   27,731   26,974   24,7	Other liabilities			4,235
EQUITY Capital and reserves attributable to the company's shareholders Capital- Issued and fully paid, 3,111,572,984 Ordinary stock units, no par value Reserve Fund Reserve Fund Retained Earnings Reserve Reserve Fund Reserve F		04,740	61,965	28,189
Capital and reserves attributable to the company's shareholders         Capital Issued and fully paid, 3,111,572,984       6,570       6,570       2,9         Ordinary stock units, no par value       6,570       3,185       3,161       3,1         Reserve Fund       3,185       3,161       3,1         Retained Earnings Reserve       6,328       5,993       5,3         Loan Loss Reserve       1,050       1,046       8         Other Reserves       27       27       27         Investment Cumulative Remeasurement result from Available for Sale Financial Assets       (120)       (212)       2         Unappropriated Profits       18,627       17,789       15,5         35,667       34,374       28,1         Minority Interest       1,984       1,935         37,651       36,309       28,1	POLICY HOLDER'S FUND	27,731	26,974	24,705
Capital- Issued and fully paid, 3,111,572,984         Ordinary stock units, no par value       6,570       6,570       2,9         Reserve Fund       3,185       3,161       3,1         Retained Earnings Reserve       6,328       5,993       5,3         Loan Loss Reserve       1,050       1,046       8         Other Reserves       27       27         Investment Cumulative Remeasurement result from Available for Sale Financial Assets       (120)       (212)       2         Unappropriated Profits       18,627       17,789       15,5         35,667       34,374       28,1         Minority Interest       1,984       1,935         37,651       36,309       28,1	— <del></del>			
Ordinary stock units, no par value         6,570         6,570         2,9           Reserve Fund         3,185         3,161         3,1           Retained Earnings Reserve         6,328         5,993         5,3           Loan Loss Reserve         1,050         1,046         8           Other Reserves         27         27         27           Investment Cumulative Remeasurement result from Available for Sale Financial Assets         (120)         (212)         2           Unappropriated Profits         18,627         17,789         15,5           35,667         34,374         28,1           Minority Interest         1,984         1,935           37,651         36,309         28,1				
Retained Earnings Reserve       6,328       5,993       5,3         Loan Loss Reserve       1,050       1,046       8         Other Reserves       27       27         Investment Cumulative Remeasurement result from Available for Sale Financial Assets       (120)       (212)       2         Unappropriated Profits       18,627       17,789       15,5         35,667       34,374       28,1         Minority Interest       1,984       1,935         37,651       36,309       28,1		6,570	6,570	2,927
Loan Loss Reserve       1,050       1,046       8         Other Reserves       27       27         Investment Cumulative Remeasurement result from Available for Sale Financial Assets       (120)       (212)       2         Unappropriated Profits       18,627       17,789       15,5         35,667       34,374       28,1         Minority Interest       1,984       1,935         37,651       36,309       28,1	Reserve Fund		3,161	3,158
Other Reserves         27         27           Investment Cumulative Remeasurement result from Available for Sale Financial Assets         (120)         (212)         2           Unappropriated Profits         18,627         17,789         15,5           35,667         34,374         28,1           Minority Interest         1,984         1,935           37,651         36,309         28,1				5,393
Investment Cumulative Remeasurement result from Available for Sale Financial Assets   (120)   (212)   2   (120)   (1				807
Available for Sale Financial Assets       (120)       (212)       2         Unappropriated Profits       18,627       17,789       15,5         35,667       34,374       28,1         Minority Interest       1,984       1,935         37,651       36,309       28,1		27	27	27
Unappropriated Profits       18,627       17,789       15,5         35,667       34,374       28,1         Minority Interest       1,984       1,935         37,651       36,309       28,1		(120)	(212)	265
35,667   34,374   28,1				15,568
37,651 36,309 28,1				28,145
37,651 36,309 28,1	Minority Interest	1 09/	1 035	
	minority intorost			28,145
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY 271,587 263,126 204,5	TOTAL LIABILITIES AND SHAREHOLDERS' FOLLITY			204,569

lote:	
Where necessary, certain comparative amounts have been restated to conform to current year's presentation.	

Director

Director



## Consolidated Statement of Changes in Shareholders' Equity

Unaud	ited
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Onadanted						_				
			Retained	Other	Loan	Remeasurement result from			Minority	
\$millions	Share Capital Re	serve Fund	Earnings Reserve	Reserves	Reserve	Available for Sale Una financial assets	Profits	Total		Total Equity
Balance at 31 October 2006	2,927	3,158	5,243	27	807	275	14,953	27,390	-	27,390
Unrealised Gains/(Losses) on available-for-sale investments, net of taxes						(454)		(454)		(454)
Realised (Gains)/Losses on available-for-sale investments transferred to Statement of Revenue & Expenses						(33)		(33)		(33)
Net profit							7,493	7,493	117	7,610
Transfer to Reserve Fund		2					(2)	-		· -
Transfer to Loan Loss Reserve					239		(239)	-		-
Issue of Preference Shares							(100)	(100)		(100)
Issue of Shares	3,643							3,643		3,643
Transfer to Retained Earnings Reserve			750				(750)	-		-
Minority interests' net assets of acquired subsidiaries								-	1,912	1,912
Dividends Paid							(3,565)	(3,565)	(94)	(3,659)
Balance at 31 October 2007	6,570	3,161	5,993	27	1,046	(212)	17,789	34,374	1,935	36,309
Unrealised Gains/(Losses) on available-for-sale investments, net of taxes						100		100	12	112
Realised (Gains)/Losses on available-for-sale investments transferred to Statement of Revenue & Expenses						(8)		(8)		(8)
Net profit							2,135	2,135	58	2,193
Transfer to Reserve Fund		24					(24)			
Transfer to Loan Loss Reserve Transfer to Retained Earnings Reserve			335		4		(4) (335)			
Dividends Paid			335				(934)	(934)	(21)	(955)
Balance at 31 January 2008	6,570	3,185	6,328	27	1,050	(120)	18,627	35,667	1,984	37,651

## Scotia Group Jamaica Limited Condensed Consolidated Statement of Cash Flows

(Unaudited) (\$ millions)	Three Months Ended January 31, 2008	Three Months Ended January 31, 2007
Cash flows provided by / (used in) operating activities		
Net Income	2,193	1.614
Adjustments to net income	2,100	1,014
Depreciation	96	85
Impairment losses on loans	83	160
Other, net	1,611	360
	3,983	2,219
Changes in operating assets and liabilities	0,000	_,
Loans	(5,756)	(3,232)
Deposits	3,253	2,590
Policyholders reserve	757	996
Other, net	(8,044)	3,446
	(5,807)	6,019
Cash flows provided by / (used in) investing activities		
Investments	(4,193)	(818)
Repurchase Agreements, net	943	(5)
Promissory Notes	11	-
Property, plant and equipment, net	(137)	(118)
	(3,376)	(941)
Cash flows used in financing activities		
Dividends paid	(955)	(849)
	(955)	(849)
Effect of exchange rate on cash and cash equivalents	(71)	247
Net change in cash and cash equivalents	(10,209)	4,476
Cash and cash equivalents at beginning of year	30,434	25,623
Cash and cash equivalents at end of period	20,225	30,099
Represented by :		
Cash Resources	57,649	60.165
Statutory reserves at Bank of Jamaica	(11,100)	(9,866)
Interest bearing deposits with Central Bank greater than ninety days	(14,127)	(14,070)
Interest bearing deposits with banks greater than ninety days	(9,135)	(2,750)
Cheques and other instruments in transit, net	(3,062)	(3,380)
CASH AND CASH EQUIVALENTS AT END OF PERIOD	20,225	30,099



## **Segment Reporting Information**

## **Consolidated Statement of Income**

Unaudited			For the perio	d ended Januar	y 31, 2008			
(\$'000s)	Treasury	Retail Banking	Corporate Banking	Investment Management Services	Insurance Services	Other	Eliminations	Group Total
Gross External Revenues	1,731,213	2,797,764	1,621,852	1,769,132	1,342,717	921,241	(921,577)	9,262,342
Revenues from other segments	(1,087,330)	612,318	487,560	7,149	3,863	1,445	(25,005)	-
Total Revenues	643,883	3,410,082	2,109,412	1,776,281	1,346,580	922,686	(946,582)	9,262,342
Expenses Unallocated expenses	(19,478)	(2,517,790)	(1,519,290)	(1,389,067)	(784,379)	(174)	(25,005)	(6,255,183)
Profit Before Tax	624,405	892,292	590,122	387,214	562,201	922,512	(971,587)	3,007,159
Income tax expense							·	(813,497)
Net profit								2,193,662

## **Consolidated Balance Sheet**

			Α	s at January 31,	2008			
				Investment	_			_
(\$'000s)	Treasury	Retail Banking	Corporate Banking	Management Services	Insurance Services		Eliminations	Group Total
<u>(\$ 0003)</u>	rreasury	Retail Ballkilly	Dalikilig	Services	Services	Other	Ellilliations	Total
Segment assets	76,942,100	46,965,051	46,785,949	59,072,269	34,956,925	9,551,184	(7,971,021)	266,302,457
Unallocated assets		-,,	-,,-	,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		<u> </u>	5,284,095
Total Assets								271,586,552
0							(000.00=)	
Segment liabilities		78,837,072	70,658,336	52,864,044	27,888,386	58,797	(880,925)	229,425,710
Unallocated liabilities							_	4,509,718
Total liabilities							=	233,935,428
Other Segment items:								
Capital Expenditure	-	70,964	57,310	6,268	52	-		134,594
Impairment losses on loans	-	96,875	(10,822)	(2,791)	=	-		83,262
Depreciation		46,435	29,974	18,133	1,020	135		95,697



## **Segment Reporting Information**

## **Consolidated Statement of Income**

Unaudited			For the perio	d ended January	/ 31, 2007			
(\$'000s)	Treasury	Retail Banking	Corporate Banking	Investment Management Services	Insurance Services	Other	Consol. adj.	Group Total
Gross External Revenues	1,612,408	2,227,914	1,411,084	631,397	1,087,024	498		6,970,325
Revenues from other segments	(1,047,350)	688,129	377,891	21,600	6,639	4,298	(51,207)	-
Total Revenues	565,058	2,916,043	1,788,975	652,997	1,093,663	4,796	(51,207)	6,970,325
Expenses Unallocated expenses	(25,506)	(2,129,578)	(1,366,753)	(570,456)	(704,384)	(175)	51,207	(4,745,645)
Operating Profit	539,552	786,465	422,222	82,541	389,279	4,621	-	2,224,680
Share of Profit in Associate								19,734
Profit Before Tax								2,244,414
Income tax expense								(630,374)
Net profit								1,614,040

## **Consolidated Balance Sheet**

			Α	s at January 31,	2007			
(\$'000s)	Treasury	Retail Banking	Corporate Banking	Investment Management Services	Insurance Services	Other	Consol. adj.	Group Total
Segment assets Unallocated assets	75,367,471	36,633,157	37,316,354	19,643,441	30,338,795	170,217	(1,757,748)	197,711,687 6,857,197
Total Assets							_	204,568,884
Segment liabilities	1,383,629	71,693,511	59,220,259	18,058,053	24,776,156	52,360	(1,547,456)	173,636,512
Unallocated liabilities  Total liabilities							=	2,787,582 176,424,094
Other Segment items:								
Capital Expenditure	-	59,225	57,010	59	1,740	-		118,034
Impairment losses on loans	-	128,693	31,305	(239)	-	-		159,759
Depreciation	-	48,639	34,836	468	874	135		84,952

# SCOTIA GROUP JAMAICA LIMITED Notes to the Consolidated Financial Statements January 31, 2008

## 1. Identification

Scotia Group Jamaica Limited (the Company) is a 71.78% subsidiary of The Bank of Nova Scotia (100%), which is incorporated and domiciled in Canada and is the ultimate parent.

The Company is the parent of the Bank of Nova Scotia Jamaica Limited (100%) and Dehring Bunting & Golding Limited (77.01%).

## 2. Basis of presentation

These consolidated financial statements have been prepared in accordance with and comply with International Financial Reporting Standards.

## Comparative Information

The Bank of Nova Scotia Jamaica Limited effected a reorganization as a part of the Scheme of Arrangement which occurred during 2007, whereby the shareholders of the Bank exchanged their shares in the Bank for shares in the Company. Resulting from this reorganization, the comparative information in the consolidated financial statements and other financial information for prior years represent the consolidated financial information for The Bank of Nova Scotia Jamaica Limited.

## Basis of consolidation

The consolidated financial statements include the assets, liabilities, and results of operation of the Company and its subsidiaries presented as a single economic entity. Intra-group transactions, balances, and unrealized gains and losses are eliminated in preparing the consolidated financial statements.

The purchase method of accounting is used to account for the acquisition of subsidiaries by the Group. The cost of acquisition is measured as the fair value of the assets given, equity instruments issued and liabilities incurred or assumed at the date of exchange, plus costs directly attributable to the acquisition.

## 3. Financial Assets

The Group classifies its financial assets in the following categories: financial assets at fair value through statement of revenue and expenses; loans and receivables; held-to-maturity; and available-for-sale financial assets. Management determines the

classification of its investments at initial recognition.

## <u>Financial Assets at Fair Value through</u> <u>Statement of Revenue and Expenses</u>

This category includes a financial asset acquired principally for the purpose of selling in the short term or if so designated by management.

#### Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They arise when the Group provides money or services directly to a debtor with no intention of trading the receivable.

## Held-to-Maturity

Held-to-maturity investments are nonderivative financial assets with fixed or determinable payments and fixed maturities that the Group's management has the positive intention and ability to hold to maturity.

## Available-for-sale

Available-for-sale investments are those intended to be held for an indefinite period of time, and may be sold in response to needs for liquidity or changes in interest rates or equity prices.

Available-for-sale, financial assets at fair value through statement of revenue and expenses are carried at fair value. Loans and receivables investment is carried at amortised cost using the effective interest method. Gains and losses arising from changes in the fair value of the trading securities are included in the statement of revenue and expenses in the period in which they arise. Gains and losses arising from changes in the fair value of available-for-sale financial assets are recognized directly in equity.

Interest calculated using the effective interest method is recognized in the statement of revenue and expenses.

## 4. Insurance contracts

Insurance contracts are those contracts that transfer significant insurance risks. Such contracts may also transfer financial risk. As a general guideline, the Group defines as significant insurance risk, the possibility of having to pay benefits at the occurrence of an insured event that is at least 10% more

# SCOTIA GROUP JAMAICA LIMITED Notes to the Consolidated Financial Statements January 31, 2008

than the benefits payable if the insured event did not occur.

## 5. Loan loss provision

A provision is established on the difference between the carrying amount and the recoverable amount of loans. The recoverable amount being the present value of expected future cash flows, discounted based on the interest rate at inception or last reprice date of the loan. Regulatory loan loss provisioning requirements that exceed these amounts are maintained within a loan loss reserve in the equity component of the balance sheet.

## 6. Employee benefits

The Group operates both a defined benefit and a defined contribution pension plan, the assets of which are held in separate trustee-administered funds.

Defined benefit pension plan- the pension costs are assessed using the projected unit credit method. Under this method, the cost of providing pensions is charged to the Statement of Revenue and Expenses, and the net of the present value of the pension obligation and the fair value of the plan assets, is reflected as an asset on the Balance Sheet.

Other post-retirement obligations – The Group provides post retirement healthcare and group life insurance benefits to retirees. The method of accounting used to recognize the liability is similar to that for the defined benefit pension plan.

**Defined contribution plan**- contributions to this plan are charged to the Statement of Revenue and Expenses in the period to which they relate.

## 7. Deferred taxation

Deferred income tax is provided in full, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts.

## 8. Property, plant and equipment

All property, plant and equipment are stated at cost less accumulated depreciation.

## 9. Cash and cash equivalents

For the purpose of the cash flow statement, cash and cash equivalents include notes and coins on hand, unrestricted balances held with Bank of Jamaica, amounts due from other banks, and highly liquid financial assets with original maturities of less than three months, which are readily convertible to known amounts of cash, and are subject to insignificant risk of changes in their fair value.

## 10. Segment reporting

The Group is organized into five main business segments:

- Retail Banking incorporating personal banking services, personal customer current accounts, saving deposits, custody, credit and debit cards, customer loans and mortgages;
- Corporate and Commercial Banking incorporating non-personal direct debit facilities, current accounts, deposits, overdrafts, loans and other credit facilities and foreign currency transactions;
- Treasury incorporating the Bank's liquidity and investment management function, management of correspondent bank relationships, as well as foreign currency trading;
- Investment Management Services incorporating investments, unit trusts and pension fund management, brokerage and advisory services, and the administration of trust accounts:
- Insurance Services incorporating the provision of life insurance and
- Other operations of the Group comprise non trading subsidiaries.

Transactions between the business segments are on normal commercial terms and conditions.