# **MEDIA RELEASE**

# June 9, 2016

# SCOTIA INVESTMENTS REPORTS SECOND QUARTER FINANCIAL RESULTS

YEAR TO DATE 2016 HIGHLIGHTS

- Net income available to common shareholders of \$457.10 Million
- Total Comprehensive Income attributable to common shareholders of \$662.97 Million
- Earnings per share of \$1.08
- Return on Average Equity of 6.42%
- Productivity ratio of 57.36%
- Year to date dividends of \$0.90 per share

**SECOND QUARTER 2016 HIGHLIGHTS** 

- Net income available to common shareholders of \$339.26 million
- Total Comprehensive Income attributable to common shareholders of \$468.17 Million
- Earnings per share of \$0.80
- Return on Average Equity of 9.49%
- Productivity ratio of 46.17%
- Second quarter dividend of \$0.45 per share

Scotia Investments Jamaica Limited (SIJL) today reported net income of \$457.10 million for the period ended April 30 2016. This represents a marginal increase of \$3.93 million or 1%, when compared with \$453.16 million for the period ended April 30, 2015. The net income of \$339.26 million for the quarter ended April 30, 2016 represents \$221.42 million or 187.9% increase over the first quarter ended January 31, 2016 partly attributable to asset tax charged in the first quarter.

The Board of Directors today, approved a second interim dividend of 45 cents per stock unit payable on July 21, 2016, to stockholders on record at June 29, 2016.

Lissant Mitchell, CEO of Scotia Investments said "We are pleased to report that the company continues to record very good results in our core Asset Management and Brokerage businesses, with a 12% growth in commission and trading income for the six month period to April 30, 2016, when compared to the same period last year. We further managed our total operating expenses, recording a 6% reduction versus last year. Overall, Total Comprehensive Income and Net Profit for the period increased by 38% and 1% respectively over the corresponding period last year.

For the remainder of the financial year, we will continue to aggressively execute on our strategic mandate to increase our Asset Management, Trading and Capital Markets businesses, whilst working consistently to provide relevant financial solutions to our diverse customer base. This being done as we maintain our focus on reducing the structural costs within the business".



MEDIA RELEASE

For further information contact Lissant Mitchell, Chief Executive Officer • Tel: 876.960.6699 • Fax: 876. 960.6705

#### **TOTAL REVENUES**

Total revenues, comprising net interest revenue and other income was \$1.58 billion, a reduction of \$91.80 million or 5.50% below the corresponding period last year; and \$849.73 million for the quarter, up \$120.18 million or 16.47% compared to the previous quarter.

#### **NET INTEREST INCOME**

Net interest income after impairment losses for the period was \$744.72 million, a reduction of \$184.37 million or 19.84% below the corresponding period last year; and \$368.95 million for the quarter, down \$6.82 million or 1.81% below the previous quarter due to lower net interest margins.

#### OTHER REVENUE

Other revenue, which includes fee income, securities trading gains and net foreign exchange trading income, was \$834.57 million for the period, up \$92.58 million or 12.48% above the corresponding period last year; and \$480.78 million for the quarter, up \$127 million or 35.90% increase over the previous quarter. Higher trading gains and increases in fees earned from our asset management business primarily contributed to the increase.

#### **OPERATING EXPENSES**

Total operating expenses for the period were \$912.99 million, down \$60.14 million or 6.18% below the corresponding period last year, due to lower salaries and staff related costs. The operating expenses for the quarter were \$394.0 million, down \$123.19 million or 23.78% compared to last quarter, due to the asset tax expense being reflected in the results last quarter. The Company continues to focus on Operational Efficiency, a key strategic priority to manage the increase in operating expenses, despite the increased cost of doing business in the financial services sector.

#### **FINANCIAL CONDITION**

#### ASSETS

Total assets of \$68.62 billion represented a marginal increase of \$0.40 billion year over year and \$0.22 billion below the previous quarter which is consistent with our strategic initiative to focus on the growth of our Asset Management and Brokerage businesses vs. the balance sheet.

#### LIABILITIES

Total customer liabilities represented by Securities Sold Under Repurchase Agreements, Capital Management Accounts and Government Securities Fund was reduced by \$0.9 billion year over year and \$0.75 billion lower than last quarter.

#### **ASSETS & FUND MANAGEMENT HIGHLIGHTS**

Assets under management including the company's custody book were \$169 billion as at April 30, 2016, an increase of \$18.85 billion or 12.5% year over year and \$4.77 billion or 3% over last quarter.

# **Scotia Investments**

#### CAPITAL

The strength of our capital base is evident with total shareholders' equity standing at \$14.43 billion as at April 30, 2016. We continue to exceed our regulatory capital requirement and at the end of the year, our capital adequacy ratio remained solid at 43.17%, well above the 10% statutory requirement. Our strong capital position also enables us to take advantage of future growth opportunities.

#### NON-FINANCIAL HIGHLIGHTS

**Client Loyalty:** During the quarter, we hosted two Client Seminars, one in Ocho Rios in March and the other was held in Kingston in April, at our Signature Investments branch to deepen our relationships with our clients. The main focus of the seminars was to share information on various growth sectors in the Jamaican economy to our clients and to also provide recommendations on local and global investment opportunities.

**New Product Launch: The Scotia Premium USD Indexed Fund:** Our newest product was launched in a Press Conference on February 17<sup>th</sup> of this year. The event was attended primarily by media and SIJL executives who introduced the new product, highlighting its features and benefits and unique selling points.

**Client Education:** We continued the production of our client e-newsletter and podcast 'Market Pulse' in March 2016 which is emailed to our clients fortnightly, featuring financial advice and cutting edge analysis in a podcast format. Our team of experts from the Portfolio Advisory Group, Treasury and Trading and Sales teams continue to collaborate to provide our customers with advice to make them financially better off. In addition, we also introduced our clients to a new newsletter: "What We Are Thinking" which provides up-to-date economic analysis on the global markets and investment recommendations.

Scotia Investments wishes to thank all of our stakeholders for their continued support. To our clients, thank you for your continued loyalty and for allowing us to be your most trusted financial advisor. To our shareholders, thank you for the commitment, trust and confidence. To our employees, our continued success is as a result of great execution by you, our dedicated and skilled team. Your consistent focus on client satisfaction will ensure that we continue to deliver superior customer service.



#### SCOTIA INVESTMENTS JAMAICA LTD. CONSOLIDATED STATEMENT OF REVENUE AND EXPENSES Period ended April 30, 2016

	For the	For the three months ended			For the period ended	
Unaudited (\$ Thousands)	April 2016	January 2016	April 2015	April 2016	April 2015	
GROSS OPERATING INCOME	1,185,440	1,111,076	1,280,844	2,296,516	2,588,721	
Interest income	704,655	757,289	883,824	1,461,944	1,846,731	
Interest expense	(340,425)	(393,540)	(425,709)	(733,965)	(919,594)	
Net Interest Income	364,230	363,749	458,115	727,979	927,137	
Impairment losses on loans	4,720	12,019	911	16,739	1,955	
Net interest income after impairment losses	368,950	375,768	459,026	744,718	929,092	
Net fee and commission income	287,551	311,280	295,188	598,831	540,661	
Net foreign exchange trading income	10,944	5,632	7,140	16,575	45,650	
Net gains on financial assets	176,234	26,719	89,318	202,954	149,444	
Other revenue	6,056	10,156	5,374	16,212	6,235	
	480,785	353,787	397,020	834,572	741,990	
TOTAL OPERATING INCOME	849,735	729,555	856,046	1,579,290	1,671,082	
OPERATING EXPENSES						
Salaries and staff benefits	212,172	220,356	249,801	432,528	526,263	
Property expenses, including depreciation	25,087	24,934	29,894	50,021	62,346	
Amortisation of intangible assets	16,875	-	-	16,875	-	
Asset tax	-	136,184	3,215	136,184	147,791	
Other operating expenses	140,767	136,615	127,703	277,382	236,732	
	394,901	518,089	410,613	912,990	973,132	
PROFIT BEFORE TAXATION	454,834	211,466	445,433	666,300	697,950	
Taxation	(115,576)	(93,625)	(128,507)	(209,201)	(244,785)	
PROFIT FOR THE PERIOD	339,258	117,841	316,926	457,099	453,165	
PROFIT AFTER TAXATION ATTRIBUTABLE TO STOCKHOLDERS OF THE COMPANY	339,258	117,841	316,926	457,099	453,165	
Earnings per stock unit - Basic (cents)	80	28	75	108	107	
Return on average equity (annualized)	9.49%	3.33%	9.16%	6.42%	6.56%	
Productivity ratio	46.17%	70.53%	47.91%	57.36%	58.18%	

# SCOTIA INVESTMENTS JAMAICA LTD. CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

Period ended April 30, 2016

	For the thre	e months ended		For the period	ended
Unaudited (\$ Thousands)	April 2016	January 2016	April 2015	April 2016	April 2015
Profit for the period	339,258	117,841	316,926	457,099	453,165
Other comprehensive income	·				·
Items that may be subsequently reclassified to profit or loss					
Unrealised gains/(losses) on available for sale securities	179,441	60,336	(55,863)	239,777	20,528
Realised gains on available for sale securities	(6,760)	-	(238)	(6,760)	(12,849)
Amortisation of fair value reserve on financial instruments					
reclassified to loans and receivables	-	-	6,716	-	12,918
	172,681	60,336	(49,385)	233,017	20,597
Taxation	(43,764)	16,616	21,036	(27,148)	5,172
Other comprehensive income (loss), net of tax	128,917	76,952	(28,349)	205,869	25,769
Total comprehensive income for the period	468,175	194,793	288,577	662,968	478,934
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TOTAL COMPREHENSIVE INCOME AFTER TAXATION					
ATTRIBUTABLE TO STOCKHOLDERS OF THE COMPANY	468,175	194,793	288,577	662,968	478,934

#### SCOTIA INVESTMENTS JAMAICA LTD. CONSOLIDATED STATEMENT OF FINANCIAL POSITION April 30, 2016

	April 30, 2016	October 31, 2015	April 30, 2015
Unaudited (\$ Thousands)			
ASSETS CASH RESOURCES	3,305,453	2,224,291	1,677,527
INVESTMENTS	264 222	459,502	481,105
Financial assets at fair value through profit and loss	364,332 6,317,588	7,217,767	4,909,704
Securities available-for-sale	6,681,920	7,677,269	5,390,809
2 P		.,	
	53,520,838	53,751,562	56,575,873
PLEDGED ASSETS			
LOANS, AFTER MAKING PROVISIONS FOR LOSSES	89,488	97,818	99,551
LOANS, AFTER MARING PROVISIONS FOR LOSSES			
OTHER ASSETS			2 124 269
Customers' liability under guarantees	3,698,161	3,480,500	3,134,268
Taxation recoverable	995,099	1,281,029	1,027,551 205,314
Other assets	188,568	158,271	
Property, plant and equipment at cost, less depreciation	17,078	21,765	25,622
Intangible assets	101,093	107,605	88,481
Deferred taxation	28,672	48,112	83
	5,028,671	5,097,282	4,481,319
TOTAL ASSETS	68,626,370	68,848,222	68,225,079
LIABILITIES			
CAPITAL MANAGEMENT ACCOUNTS & GOVERNMENT SECURITIES FUND	14,204,905	12,714,643	11,656,498
OTHER LIABILITIES		2 480 500	3,134,268
Guarantees issued	3,698,161	3,480,500	38,831,015
Liabilities under repurchase agreements	35,376,116	37,612,663	563,471
Other liabilities	849,029	680,810	52,839
Taxation payable	32,258	184,597	103,661
Deferred taxation	32,806	24,007 41,982,577	42,685,254
	39,988,370	41,562,577	12,000,20
STOCKHOLDERS' EQUITY	1 011 002	1,911,903	1,911,903
Share capital	1,911,903	1,511,505	-//-
Cumulative remeasurement result from	247 242	41,474	(35,750
available-for-sale financial assets	247,343	22,075	22,075
Capital reserve	22,075	12,175,550	11,985,099
Unappropriated profits	12,251,774	14,151,002	13,883,327
	14,433,095 68,626,370	68,848,222	68,225,079
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	68,626,370	00,040,222	,,

Director Direct

#### SCOTIA INVESTMENTS JAMAICA LTD. CONSOLIDATED STATEMENT OF CHANGES IN STOCKHOLDERS' EQUITY April 30, 2016

		Cumulative Re-			
		measurement			
		Result from			
		Available-for-			
		sale Financial		Unappropriated	
Unaudited (\$ Thousands)	Share Capital	Assets	Capital Reserve	Profits	Total
Balance as at 31 October 2014	1,911,903	(61,519)	22,075	11,768,233	13,640,692
Effect of IFRIC 21				144,576	144,576
Balance as at 31 October 2014 (restated)	1,911,903	(61,519)	22,075	11,912,809	13,785,268
Net profit	-	-	-	453,165	453,165
Other comprehensive income:					
Unrealised gains on available-for-sale securities, net of taxes	-	25,722	-	-	25,722
Realised gains on available-for-sale securities	-	(8,566)	-	-	(8,566)
Amortisation of fair value reserve on financial instruments					
reclassified to loans and receivables	-	8,613	-	-	8,613
Total comprehensive income for the period	-	25,769	-	453,165	478,934
Other equity transactions:					
Divdends paid	-	-	-	(380,875)	(380,875)
Balance as at 30 April 2015	1,911,903	(35,750)	22,075	11,985,099	13,883,327
Balance as at 31 October 2015	1,911,903	41,474	22,075	12,175,550	14,151,002
Net Profit	-	-	-	457,099	457,099
Other comprehensive income:					
Unrealised gains on available-for-sale securities, net of taxes	-	210,376	-	-	210,376
Realised (gains) on available-for-sale securities	-	(4,507)	-	-	(4,507)
Total comprehensive income for the period	-	205,869	-	457,099	662,968
Other equity transactions:					
Divdends paid	-	-	-	(380,875)	(380,875)
Balance as at 30 April 2016	1,911,903	247,343	22,075	12,251,774	14,433,095

#### SCOTIA INVESTMENTS JAMAICA LTD. CONDENSED STATEMENT OF CONSOLIDATED CASH FLOWS Period ended April 30, 2016

Unaudited (\$ Thousands)	2016	2015
Cash flows provided by/(used in) operating activities		
Profit for the period	457,099	453,165
Adjustments to net income:	437,033	455,105
Depreciation & amortization	22,191	5,152
Impairment losses on loans	(16,739)	(1,955)
	(518,778)	
Other, net		(682,352)
Changes in exercting exerts and linkilities	(56,227)	(225,990)
Changes in operating assets and liabilities	74 446	(1 450 074)
Pledged assets	71,416	(1,458,071)
Securities sold under repurchase agreements	(2,188,620)	(3,108,565)
Financial assets at fair value through profit and loss	95,182	43,385
Other, net	2,205,410	(851,903)
	127,161	(5,601,144)
Cash flows provided by investing activities		
Investment securities	1,118,064	447,445
Property, plant and equipment, Intangibles, net	(10,992)	(4,589)
	1,107,072	442,856
Cash flows used in financing activities		
Dividends paid	(380,875)	(380,875)
	(380,875)	(380,875)
Effect of exchange rate on cash and cash equivalents	134,972	(4,561)
Net change in cash and cash equivalents	988,330	(5,543,724)
Cash and cash equivalents at beginning of year	7,341,194	8,884,274
Cash and cash equivalents at end of period	8,329,524	3,340,550
Represented by:		
Cash resources	2 205 452	1 677 577
	3,305,453	1,677,527
Less: accrued interest on cash resources	(397)	(387)
Reverse repurchase agreements and other investments less than ninety days	5,024,468	1,663,410
	8,329,524	3,340,550

#### Scotia Investments Jamaica Limited Notes to the Consolidated Financial Statements April 30, 2016

#### 1. Identification

Scotia Investments Jamaica Limited is a 77.01% subsidiary of Scotia Group Jamaica Limited, which is incorporated and domiciled in Jamaica. Scotia Group Jamaica Limited is a 71.78% subsidiary of Scotia Bank Caribbean Holdings Limited, which is incorporated and domiciled in Barbados. The Bank of Nova Scotia which is incorporated and domiciled in Canada is the ultimate parent.

#### 2. Basis of preparation

The interim condensed consolidated financial statements have been prepared in accordance with IAS 34, 'Interim financial reporting'. The accounting policies adopted in the preparation of the interim condensed consolidated financial statements are consistent with those applied in the preparation of the Group's annual consolidated financial statements for the year ended October 31, 2015, which was prepared in accordance with International Financial Reporting Standards. These financial statements are presented in Jamaican dollars, which is the Group's functional currency.

#### **Basis of consolidation**

The consolidated financial statements include the assets, liabilities, and results of operations 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.

#### 3. Financial assets

The Group classifies its financial assets in the following categories: financial assets at fair value through profit and loss; loans and receivables; available-for-sale and held-to-maturity. Management determines the classification of its investments at initial recognition.

#### Financial Assets at Fair Value through Profit and Loss

This category includes financial assets 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 non-derivative 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.

Financial instruments are measured initially at cost, including transaction costs. Subsequent to initial recognition, all available-for-sale instruments and financial assets at fair value through profit and loss are measured at fair value, except that any available-for-sale instrument that does not have a quoted market price in an active market and whose fair value cannot be reliably measured, is stated at cost, including transactions costs, less impairment losses. Gains and losses arising from changes in the fair value of available-for-sale instruments are recognized directly in statement of comprehensive income, while gains and losses arising from changes in the fair value of trading securities are included in the statement of income in the period in which they arise. Interest calculated using the effective interest method is recognized in the statement of income.

#### Scotia Investments Jamaica Limited Notes to the Consolidated Financial Statements April 30, 2016

#### 4. Pledged assets

Assets pledged as collateral under repurchase agreements with clients and other financial institutions are government securities.

- i. All repurchase agreements mature within twelve (12) months and are conducted under terms that are usual and customary to standard securities borrowing and repurchase agreements.
- ii. The Capital Management Fund and the Government Securities Fund are managed on a non-recourse basis, on behalf of investors.

	<u>2016</u>	<u>2015</u>
	\$' 000	\$' 000
Securities Sold Under Repurchase Agreements:		
Clients	30,218,651	33,109,489
Other Financial Institutions	8,862,504	11,798,770
Capital Management Fund and Government Securities Fund	14,439,683	11,667,614
	53,520,838	56,575,873

#### 5. Loan loss provision

IFRS loan loss 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 flow, discounted based on the interest rate at inception or the last re-price date of the loan.

#### 6. Deferred taxation

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

#### 7. Property, plant and equipment

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

#### 8. 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.

#### 9. Managed funds

The Group provides custody, trustee, corporate administration, investment management and advisory services to third parties. This involves the group making allocation and purchase and sale decisions in relation to a wide range of financial instruments. Those assets that are held in a fiduciary capacity are not included in these financial statements.

The subsidiary, Scotia Asset Management (Jamaica) Limited also manages funds on a non-recourse basis, on behalf of investors. The Group has no legal or equitable right or interest in these funds and accordingly, they have been excluded from the financial statements.

The Group had financial assets under administration of \$168,916,308,000 (2015: \$150,067,239,000).

### SCOTIA INVESTMENTS JAMAICA LIMITED SHAREHOLDINGS OF DIRECTORS AND CONNECTED PARTIES QUARTERLY REPORT AS AT 30 APRIL 2016

DIRECTORS	HOLDINGS AS AT 30 APRIL 2016
ALEXANDER, BARBARA OLIVE LOUISE	о
BEFORE ANN AFTER LIMITED	0
FORRESTER, TERRANCE	0
GOFFE,GAVIN	0
GOLDSON,PETER	0
KELMAN, CHRISTOPHER	623
LEVY, BRUCE	0
MINOTT, NORMAN	0
MINOTT- PHILLIPS, SANDRA	0
PHILLIPS-BLACK. GINA	0
REID, HILARY	0
SCARLETT- LOZER, ANDREA	0
WONG, MALIACA	0
BOWEN, BRUCE	7,590
BOWEN, KATHRYN	0
BOWEN, MACKENZIE	0
BOWEN-FERNANDO, SUZANNE	0
CHANG, ANTHONY	0
CHANG, ERIN ELIZABETH	0
CHANG, MATTHEW ANTHONY	0
FOWLER, ANGELA	0
FOWLER, ROBERT HENRY	0
HALL, JEFFREY	0
CHUA, DR SWEE	0
HALL, JEI HAN CHUA	0
HALL, LI AN	0
JAMAICA PRODUCERS GROUP LTD.	0
MITCHELL, LISSANT	0
MITCHELL, LISSANT/MITCHELL, MATTHEW CRAIG	2,000
GROVE INVESTMENT MANAGEMENT LIMITED	0
SHARP, JACQUELINE	0
SHARP, ALEXANDER	0
SHARP, JACQUELINE/SHARP, JASON	0
SHARP, LAUREN	0
WELLING, CATHY	0

SHAREHOLDINGS OF OFFICERS AND CONNECTED PARTIES
QUARTERLY REPORT AS AT 30 APRIL 2016

SENIOR MANAGERS	HOLDINGS AS AT 30 APRIL 2016
FRAZER, BRIAN	0
FRAZER, BRIAN/CAMIELLE FRAZER	838
FRAZER, CAIRO	0
FRAZER, KENYA	0
PENSION FUND ASSOCIATION OF JAMAICA	0
COKE, DYLAN	0
MCKENZIE, KARL	0
McKENZIE, BARBARA COLLEEN	0
McKENZIE, CHRISTOPHER KARL	0
McKENZIE, JUDITH ARCHER	0
McKENZIE, KARL/ McKENZIE, BARBARA	3,000
McKENZIE, MICHAEL ANTHONY	0
McKENZIE, ROBERT PAUL	0
MILLER, HUGH	10,000
LEVY, SERITA-GAYE	0
MILLER, SHELIA OPHELIA	0
MILLER, HODEEM GARETH	0
MILLER, SHADAE GRACE-ANN	0
MITCHELL, LISSANT	0
MITCHELL, LISSANT/MITCHELL, MATTHEW CRAIG	2,000
GROVE INVESTMENT MANAGEMENT LIMITED	0
MORRIS, JASON	0
BROWN, AL O'BRIEN	0
MORRIS, OMAR AREXTA	0
PANDOHIE, YVONNE	0
SYLVESTER, COURTNEY	0
SYLVESTER, BENJAMIN I.	0
SYLVESTER, CORAH ANN ROBERTSON	0
SYLVESTER, EMMANUEL C.	0
SYLVESTER, JESSICA Z.	0
TINKER, ANDREA	216,050
ACAL COMPANY LIMITED	0
CAD CUSTOMS BROKERS LIMITED	0
ST ANDREW PARISH FOUNDATION	0

# SCOTIA INVESTMENTS JAMAICA LIMITED TOP TEN (10) LARGEST SHAREHOLDERS AS AT 30 APRIL 2016

SHAREHOLDER	NO. OF UNITS
SCOTIA GROUP JAMAICA LIMITED	325,891,065
SAGICOR POOLED EQUITY FUND	14,441,768
MAYBERRY WEST INDIES BANK LIMITED	9,957,624
TRADING A/C - NATIONAL INSURANCE FUND	7,021,597
JCSD TRUSTEE SERVICES LTD - SIGMA OPTIMA	3,263,448
JCSD TRUSTEE SERVICES LTD. A/C #76579-02	2,237,886
PETER WING CHUAN AYUEN	2,001,000
GRACE KENNEDY LIMITED PENSION SCHEME	1,984,000
P.A.M. Ltd - POOLED PENSION EQUITY FUND	1,848,251
GUARDIAN LIFE LIMITED	1,682,166
TOTAL	370,328,805

# SCOTIA INVESTMENTS JAMAICA LIMITED SHAREHOLDING MIX AS AT 30 APRIL 2016

SHAREHOLDINGS	NUMBER OF SHAREHOLDERS	TOTAL SHARES HELD	HOLDING %
Up to 500	488	136,451	0.03
501 to 2,000	766	971,809	0.23
2,001 to 5,000	577	2,050,828	0.48
5001 to 10,000	300	2,341,780	0.55
10,001 to 50,000	394	9,447,480	2.23
50,001 to 100,000	85	6,362,097	1.50
100,001 to 250,000	72	12,078,238	2.85
250,001 to 500,000	19	7,541,497	1.78
Over 500,000	25	382,264,585	90.33
TOTAL	2,726	423,194,765	100.00

#### SCOTIA INVESTMENTS JAMAICA LIMITED

## **ORDINARY SHAREHOLDERS**

#### AS AT 30 APRIL 2016

CATEGORY	NUMBER OF SHAREHOLDERS	NUMBER OF UNITS
INSURANCE COMPANIES	16	8,977,269
PENSION FUNDS	34	12,001,311
INDIVIDUAL	2542	29,464,652
OTHER	134	372,751,533
TOTAL	2,726	423,194,765