

## Media Release

### Scotiabank reports Fiscal 2024 results

For further information, contact: Adrian Lezama, AGM Finance. Email: [adrian.lezama@scotiabank.com](mailto:adrian.lezama@scotiabank.com)

## Scotiabank Reports Year End results

### FOURTH QUARTER HIGHLIGHTS

	YEAR ENDED 31 OCTOBER 2024	RESTATED YEAR ENDED 31 OCTOBER 2023
Profit After Taxation	<b>\$658 million</b>	<b>\$655 million</b>
Dividends per share	<b>285c</b>	<b>280c</b>
Earnings per share	<b>373.4c</b>	<b>371.6c</b>
Loans to Customers	<b>\$20.7 billion</b>	<b>\$18.6 billion</b>
Return on Equity	<b>14.5%</b>	<b>14.9%</b>
Return on Assets	<b>2.2%</b>	<b>2.3%</b>

## A Year of Growth and Recognition

### Financial Performance

Scotiabank Trinidad and Tobago Limited (The Group) reported another year of solid financial performance for the fiscal year ended 31 October 2024, achieving a Profit After Taxation of \$658 million. This marks an increase of \$3 million compared to the restated figures for the 12 months ended 31 October 2023. The Group's financial health has shown steady growth, with Income after Tax for the 4th quarter amounting to \$170 million. This represents an increase of \$5 million or 3% from the previous quarter ended 31 July 2024 (albeit \$15 million or 8% lower than the restated 4th quarter of the previous year).

### Key Financial Metrics

The Earnings per Share (EPS) saw a positive trajectory, increasing to 373.4 cents, driven by the overall rise in profitability. The Group maintained a stable Return on Equity (ROE) of 14.5% and a Return on Assets (ROA) of 2.2%. These metrics reflect the Group's efficient management of equity and assets, leading to sustainable profitability.

### Dividend Declaration

Based on these solid financial results, Scotiabank Trinidad and Tobago Limited is pleased to declare a dividend of 70 cents per share for the 4th quarter. This brings the full-year dividend yield to an impressive 5.08% and a payout ratio of 76%. This declaration underscores the Group's commitment to delivering value to its shareholders.

## Media Release

Year ended 31 October 2024

### Management Commentary

Gayle Pazos, the Managing Director of Scotiabank Trinidad and Tobago Limited, expressed her satisfaction with the Group's financial performance. She remarked, *"I am pleased to report that Scotiabank has once again delivered another year of solid financial results, achieving over \$650 million in annual net income after tax. One of our key financial achievements for the year was seeing Total Net Loans to Customers exceed \$20 billion for the first time in our history. This significant growth was achieved in all segments, but especially within our corporate and commercial line of business where we continue to ably support business and government sector entities with the funding to allow them to invest and support the local economy."*

### Recognition and Awards

Scotiabank Trinidad and Tobago Limited has not only excelled financially but also received significant recognition on a global platform. Earlier this year, the Bank was honored with the Global Finance Best Bank award. Continuing this trend of excellence, Scotiabank was named Trinidad and Tobago's Best Consumer Digital Bank 2024 for the 4th consecutive year. Additionally, the Bank received accolades from Global Finance in the sub-category for the Best Mobile Banking App in the country for the second time. These awards highlight the Bank's commitment to innovation and excellence in digital banking services, as we remain focused on our clients and improving our accessibility in providing banking services.

### Growth in Loan Portfolio

The fiscal year 2024 was particularly noteworthy for Scotiabank due to the remarkable growth in its loan portfolio. Total Net Loans to Customers registered growth of \$2.1 billion or 11% compared to the previous year. This growth was broad-based, encompassing all segments but with a notable impact in the corporate and commercial sectors. The Bank's strategy of supporting business and government sector entities has played a crucial role in this achievement, providing

**“Scotiabank was named Trinidad and Tobago’s Best Consumer Digital Bank 2024 for the 4th consecutive year.”**

the necessary funding to stimulate investment in support of the local economy.

### Digital Transformation

The recognition as the Best Consumer Digital Bank for four consecutive years is a testament to Scotiabank's commitment to digital transformation.

The Bank has continually invested in enhancing its online platforms to provide customers with seamless and efficient banking experiences. The award for the Best Mobile Banking App further underscores the effectiveness of these efforts. Scotiabank's mobile banking app has become an essential tool for customers, offering a wide range of functionalities that cater to their banking needs conveniently and securely.

### Future Outlook

Scotiabank Trinidad and Tobago Limited remains focused on sustaining its growth trajectory and enhancing shareholder value. The Group plans to continue leveraging its strengths in digital banking and customer service to drive further growth. The ongoing support for corporate and commercial clients will remain a priority, ensuring that they have access to the necessary funding to fuel their investments and contribute to the local economy.

### Announcement on Branch Consolidation and the Future of Lifestyle Banking

As we continue to evolve in response to our clients' changing preferences, our commitment to digital transformation drives us to achieve greater efficiencies and growth. In recent years, we have observed a significant decrease in the number of transactions conducted within our branches, as more customers opt for digital solutions for their everyday banking needs.

In light of these trends and following a thorough review of our branch and service delivery network in Trinidad, we have made the difficult decision to consolidate the operations of our San Juan and Cunupia branches into our Tunapuna and Chaguanas branches, respectively.

## Media Release

Year ended 31 October 2024

This consolidation, effective February 2025, is part of our broader strategy to optimize our resources and better serve our clients through our digital platform and ATM network, alongside the remaining branches.

Our clients will continue to enjoy seamless service and support through our enhanced digital platform and extensive ATM network, in addition to the branches to which they are now being domiciled.

I would like to extend my heartfelt gratitude to our team members across the Group for their tireless contributions over the past year. Your dedication has been instrumental in making this another successful year for our Bank. Together, we will continue to lead the way in delivering innovative and convenient banking solutions for our clients. Thank you for your unwavering support and commitment.

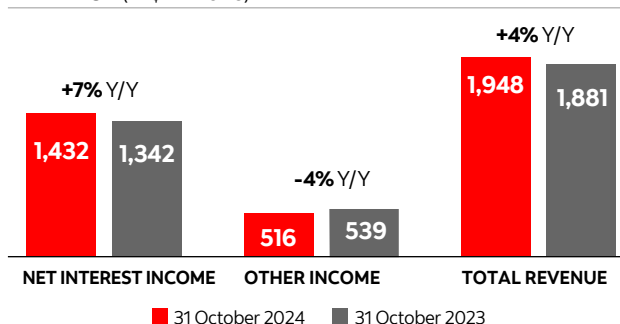
### GROUP FINANCIAL PERFORMANCE

#### Revenue

Total Revenue, comprising of Net Interest Income and Other Income, was \$1.9 billion for the period ended 31 October 2024, an increase of \$67 million or 4% over the prior year. Net Interest Income for the period was \$1.4 billion, an increase of \$90 million or 7%. The main driver was interest from Loans to Customers, increasing by \$97 million or 8% based on loan growth, with Customer Deposit Interest costs also increasing by \$53 million over the comparable period last year. Investment Securities Interest increased by \$60 million or 33%, as our team continued to manage liquidity while securing higher earning investment opportunities to generate additional interest income.

As at 31 October 2024, Other Income of \$516 million decreased by \$23 million primarily due to lower trading revenues, in line with industry challenges and prevailing market conditions. This was partially offset through increased Insurance and Wealth related revenue streams.

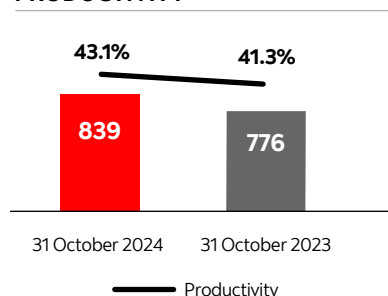
#### REVENUE (TT\$ MILLIONS)



#### Non-Interest Expenses and Operating Efficiency

Total Non-Interest expenses for the period ended 31 October 2024 was \$839 million, higher by \$63 million or 8% when compared to the same period in 2023. This increase on our cost base reflects the impact of inflation combined with increased business activity levels, and the enhancement of our digital infrastructure in this ever-evolving environment. Managing operational efficiency remains a strategic priority, and our productivity ratio of 43% remains the lowest within the local banking sector.

#### NON-INTEREST EXPENSES AND PRODUCTIVITY



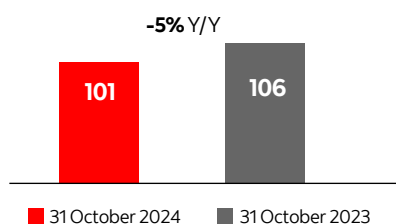
## Media Release

Year ended 31 October 2024

### Credit Quality

Net impairment losses on financial assets for the quarter ending 31 October 2024 were \$101 million, a decrease of \$5 million or 5%, mainly due to improved credit quality. This is noteworthy given our growth in the lending portfolio, leading to an improved PCL ratio of 0.51% compared to 0.58% in prior year. Our Credit Quality ratio remains stable at 1.96% as at 31 October 2024 showing our commitment to not only focus on credit expansion, but also ensuring the credit quality of originations and onboarding of new customers.

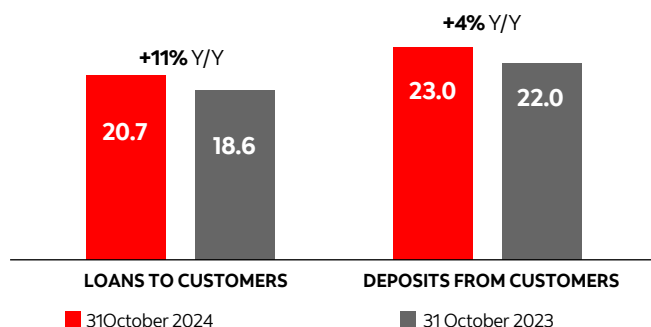
#### NET IMPAIRMENT LOSSES ON FINANCIAL ASSETS (TT\$ MILLIONS)



### Balance Sheet

Total Assets were \$31.4 billion as at 31 October 2024, an increase of \$1.7 billion or 6% compared to the prior year. Loans to Customers, the Bank's largest interest earning asset, was \$20.7 billion as at 31 October 2024, an increase of \$2.1 billion or 11%. This reflects our support of customer's needs across retail and commercial segments by tailoring credit solutions to meet short and longer term. Our Investment portfolio

#### LOANS AND DEPOSITS Y/Y COMPARISON (TT\$BN)



(Securities and Treasury Bills) stood at \$6.6 billion as at 31 October 2024, an increase of \$608 million or 10%. Our portfolio return has improved over prior year, as we continue to seek opportunities both locally and internationally, as we manage our liquidity and channel funds to higher earning assets, taking advantage of current market conditions.

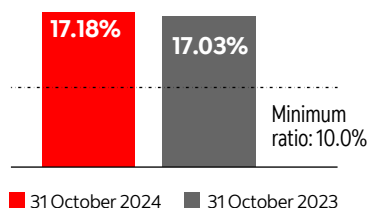
Total Liabilities increased to \$26.8 billion, \$1.5 billion or 6% over the same comparable period in 2023 with Deposits from Customers increasing by \$932 million or 4%. Our Deposit portfolio has grown in both the retail and commercial segments and is key to providing stable funding for our credit expansion.

### Total Equity

Total Equity closed the period at \$4.6 billion, an increase of \$138 million or 3% when compared to the balance as at 31 October 2024. The Bank's capital adequacy ratio stood at 17.2% as at 31 October 2024 which continues to be significantly above the 10% minimum capital adequacy ratio under BASEL II regulations.

### Wealth

#### CAPITAL ADEQUACY

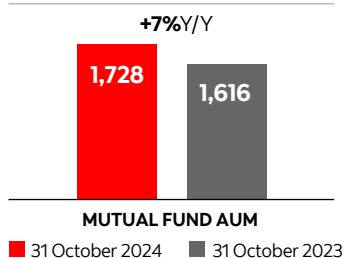


Wealth continues to be an important contributor to the growth of the Group, representing an alternative for placement of customers funds as we continue to deepen our relationships. Mutual Funds Under Management increased by \$112 million or 7% to close at \$1.7 billion as at 31 October 2024. Key to this, is our Short Term Income Fund with growth of 17% over the same period, with customers preferring its suitable balance of risk and stable return in the current environment. This contributed to NIAT growing by 16% over the same period in 2023.

## Media Release

Year ended 31 October 2024

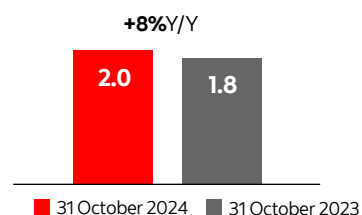
### MUTUAL FUNDS UNDER MANAGEMENT (TT\$MILLIONS)



### Insurance

Our Insurance subsidiary, Scotia Life, continues to be an integral part of the Group, contributing 17% of the overall Group NIAT. ScotiaLife successfully implemented the IFRS 17 accounting standard during 2024, a significant achievement given the scale and scope of the requirements. Insurance revenues increased by \$15 million or 15% in 2024 arising from higher policy sales and continued focus on ensuring that our clients insurance needs are being met within the existing product suite. Growth in our customer portfolio remains key, with our recently launched suite of new products accounting for 36% of new policy sales to date. This has benefitted from the Group's overall customer strategy as we grow and scale in priority markets, resulting in Policyholder Liabilities growing by \$141 million or 8% over 2023.

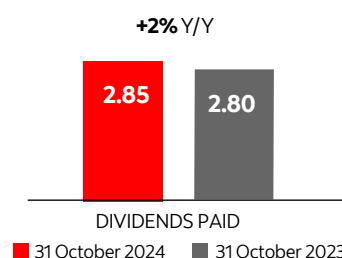
### POLICYHOLDER'S LIABILITIES Y/Y (TT\$'BN)



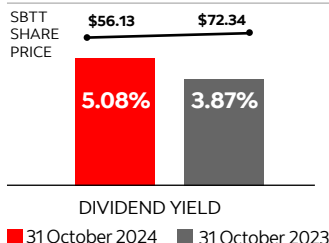
### Dividends

We continue to provide a healthy return to our shareholders. A dividend of 70c was declared for the 4th quarter, providing a total dividend of 285c in 2024, higher than same period last year of 280c. This resulted in a payout ratio of 76% and an improved dividend yield of 5.08%, an increase of 121 bps.

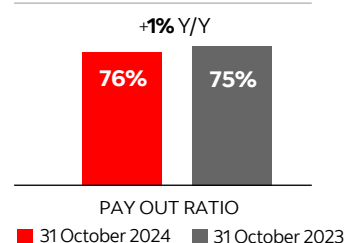
### DIVIDENDS PAID TT\$'c



### DIVIDEND YIELD AND SHARE PRICE



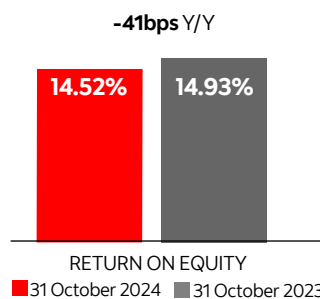
### DIVIDEND PAYOUT RATIO



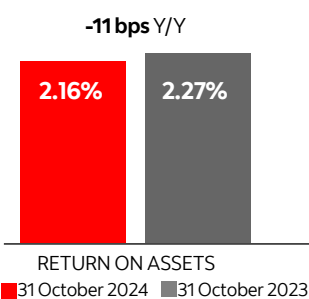
### Return on equity and return on assets

Return on Equity and Return on Assets remain on par or above average return over the last 5 years and continue to be industry leading in the local banking sector.

### RETURN ON EQUITY



### RETURN ON ASSETS



## Media Release

Year ended 31 October 2024

### Environmental, Social, Governance (ESG)

Our Environmental, Social and Governance (ESG) strategy is supported by four pillars: Environmental Action, Social Impact, Inclusive Society and Leadership & Governance. We develop, implement and invest in initiatives across these pillars in order to maximize our positive impact.

#### Environmental Action

Our youth are the future environmental stewards. It is necessary for them to understand the science behind climate change and how their actions can have a significant effect on the environment. Climate change education can be an effective climate change mitigation strategy.

Through our partnerships with The Cropper Foundation and IAMovement, youth are engaging in climate change education initiatives, helping them to understand and address the impacts of the climate crisis. These initiatives empower them with the knowledge, skills, values, and attitudes needed to act as agents of change in their communities and beyond.

#### Social Impact

For fiscal 2024, our community investments have benefitted 21,565 individuals and 13,209 youth through working with 59 NGOs. Key programmes this past quarter include:

- United Way's Bridges to Success Programme: Under this initiative, steelpans were donated to the Matura Government Primary School. This programme aims to improve educational skills and resiliency in children in under-resourced communities.
- Literacy Advancement with The ARROW Foundation: 25 students from Tranquillity Government Primary School are advancing their literacy skills through a programme focusing on reading, spelling, dictation, speech, and listening skills.
- Youth Development Programmes: During the July-August vacation, 300 students participated in various youth development sponsored programmes and back-to-school initiatives. Young

people ages 15-24 benefitted from financial literacy and other workshops geared towards helping them prepare for continued academic pursuits and the world of work.

- Scotiabank Women Against Breast Cancer 5K: The 24th edition of this event saw thousands of participants and supporters come out to show solidarity for breast cancer awareness and the importance of early detection and screening. A \$250,000 donation was made to the TT Cancer Society for community cancer screening caravans.

Our efforts in environmental action and social impact are integral to fostering resilient, informed, and empowered communities. Through continuous collaboration and dedicated initiatives, we aim to drive positive change and build a sustainable future for all.



**Youth have been engaging in Scotiabank sponsored climate change education initiatives.**

#### Governance and Leadership

Our commitment to digital innovation and exemplary leadership has once again been recognized, cementing our reputation as a frontrunner in the local market. For the fourth consecutive year, we have proudly retained the title of Trinidad and Tobago's Best Digital Bank. This accolade is a testament to our relentless pursuit of excellence and our unwavering dedication to providing cutting-edge digital banking solutions to our customers. In addition to this remarkable achievement, we have been honored with the Best Mobile Banking App

## Media Release

Year ended 31 October 2024

Award for the second time. This award underscores our continuous efforts to enhance the mobile banking experience, ensuring that our customers have seamless and convenient access to our services at their fingertips. Our accomplishments extend beyond digital



**The 24th edition of the Scotiabank Women against Breast Cancer 5k attracted thousands of participants and supporters.**

innovation. Our well-governed human resources initiatives have also garnered prestigious recognition. We received the coveted Brandon Hall Group™ Gold award for excellence in the category of Best Unique/Innovative Human Resources Program. This award celebrates our innovative approaches to human resource management, which have set us apart as a leader in the field.

Moreover, we were awarded the Bronze award for excellence in the category of Best Leadership Development Programme. This accolade highlights our commitment to cultivating strong leadership within our organization, ensuring that our leaders are equipped with the skills and knowledge necessary to drive our success and foster a culture of excellence.

These awards are a reflection of our sustained dedication to governance, leadership, and innovation. They serve as a reminder of the hard work and commitment of our team, whose efforts continue to propel us forward and solidify our position as a leader in the industry. We remain steadfast in our mission to deliver exceptional service and innovative solutions to our customers, and we look forward to building on these achievements in the years to come.