



Scotiabank offers trust administration services through a department that was specially created for that purpose.

Our mission is offer our customers high quality, competitive, low cost services with value added through the network of services that the different departments, branches, and companies related to Scotiabank provide, such as stock brokerages, credit cards, leasing, etc.

### ***Share Trusts***

These trusts are created to finance stock purchases or to manage the right that the stocks provide their owners. The bank represents the owner of the shares at the shareholders' meetings and exercises the owner's rights and obligations based on his or her Instructions or the stipulations in the trust contract.

### ***Guarantee Trusts***

These trusts are created to comply with the obligations acquired by a client in relation to a third party. Any property that is subject to trade may be provided as a guarantee such as real estate, stocks and bonds, and share quotas.

### ***Investment and Equity Management***

This consists of managing money and securities based on the Conditions established in the Trust Contract. We have assistance from our stock brokerage in defining the investment strategies to maximize the return on investment with the utmost security possible.

### ***Real Estate Development***

Acting as the representative of another bank, credit institution or international organization in granting a loan for developing a construction project, the full construction process is tracked in line with the responsibilities of the trustee and the funds are disbursed as the work progresses.

### ***Loan Portfolio Administration***

Because of the facilities offered by the bank in its credit, treasury, and collections departments, private companies and national and international organizations entrust major sums of money for financing for individuals and companies. The bank takes care of the whole process from qualifying the credit candidates to collateral analysis to recovery.

### ***Executors***

The customer signs a contract naming the bank as the executor of his or her property. Upon the customer's demise or disability, the bank will act based on the provisions in the contract.

### ***Deposits, Debt Instruments, and Securitization***

This is a trust option for companies that want alternate financing other than traditional credit. Scotiabank does a financial analysis and participates with the client in preparing the prospectus to be filed with the General Securities Superintendency (SUGEVAL) requesting authorization for the issue. Likewise, the bank uses its infrastructure, including sales over-the-counter and through its stock brokerage, to place the securities on the national market.

### ***Other Types of Special Contracts***

#### ***Escrow***

An escrow is not a trust; rather it has a very specific purpose. Generally, it manages monies for a relatively short period of time to guarantee a sale/purchase operation among third parties, whether they are individuals or companies. Scotiabank becomes the temporary funds manager and turns them over to one of the third parties indicated through an instruction in writing. This type of instrument is used frequently to handle down payments for property purchases and sales.



### ***Custody Contracts***

Scotiabank can also act as the manager for certain goods or instruments for third parties, whether they are individuals or companies (the depositors). These instruments usually are securities, purchase/sale agreements, stocks, legal books, etc., that remain in the bank's custody (the depositary or consignee). This instrument is used to be able ensure that, once the time period indicated in the contract has ended and through written Instructions by one of the parties, the depositor will give the property or instrument involved in the contract to a third party.