

Debt financing

Scotiabank is committed to meeting the needs of Canadian businesses, including small and medium enterprises. The following charts indicate – by province and for Canada as a whole – the amount of business credit authorized and outstanding, as of Oct. 31, 2012, and the number of customers to whom it was authorized.

| Authorization levels of: | \$0 - \$24,999 | | | \$25,000 - \$99,999 | | | \$100,000 - \$249,999 | | | \$250,000 - \$499,999 | | |
|----------------------------|------------------|----------------|----------------|---------------------|------------------|---------------|-----------------------|------------------|---------------|-----------------------|------------------|--------------|
| | Authorized | Outstanding | Customers | Authorized | Outstanding | Customers | Authorized | Outstanding | Customers | Authorized | Outstanding | Customers |
| | \$ thousands | \$ thousands | | \$ thousands | \$ thousands | | \$ thousands | \$ thousands | | \$ thousands | \$ thousands | |
| British Columbia & Yukon * | 98,222 | 51,451 | 14,946 | 279,608 | 138,716 | 6,200 | 291,904 | 172,311 | 1,944 | 298,237 | 197,895 | 877 |
| Alberta & NWT ** | 432,882 | 94,098 | 76,999 | 441,583 | 186,665 | 10,101 | 355,044 | 195,371 | 2,373 | 380,730 | 232,945 | 1,139 |
| Saskatchewan | 30,533 | 15,070 | 3,692 | 124,638 | 66,227 | 2,644 | 132,957 | 82,921 | 866 | 109,612 | 76,355 | 325 |
| Manitoba | 106,289 | 21,518 | 9,313 | 811,861 | 245,746 | 15,606 | 843,225 | 422,450 | 6,495 | 230,479 | 155,691 | 700 |
| Ontario | 312,667 | 123,907 | 50,085 | 997,741 | 490,575 | 21,577 | 1,136,720 | 666,022 | 7,522 | 1,147,240 | 772,689 | 3,402 |
| Quebec | 76,214 | 54,507 | 9,989 | 243,611 | 163,319 | 5,377 | 210,325 | 136,548 | 1,372 | 213,518 | 149,576 | 632 |
| New Brunswick | 19,791 | 7,905 | 2,742 | 71,448 | 34,057 | 1,520 | 71,308 | 43,638 | 474 | 40,272 | 28,575 | 126 |
| Nova Scotia | 32,174 | 12,212 | 4,492 | 120,773 | 64,250 | 2,554 | 135,245 | 82,130 | 893 | 144,981 | 92,423 | 427 |
| PEI | 5,167 | 2,114 | 673 | 23,092 | 11,842 | 465 | 23,803 | 15,832 | 156 | 16,164 | 11,309 | 52 |
| Newfoundland | 21,496 | 7,903 | 3,023 | 82,124 | 35,813 | 1,847 | 67,048 | 36,994 | 453 | 42,633 | 27,439 | 129 |
| Canada | 1,135,434 | 390,685 | 175,954 | 3,196,477 | 1,437,213 | 67,891 | 3,267,577 | 1,854,217 | 22,548 | 2,623,865 | 1,744,897 | 7,809 |

| Authorization levels of: | \$500,000 - \$999,999 | | | \$1,000,000 - \$4,999,999 | | |
|---------------------------------|-----------------------|------------------|--------------|---------------------------|------------------|--------------|
| | Authorized | Outstanding | Customers | Authorized | Outstanding | Customers |
| \$ thousands | \$ thousands | \$ thousands | | \$ thousands | \$ thousands | |
| British Columbia & Yukon * | 252,020 | 172,155 | 378 | 697,082 | 457,020 | 336 |
| Alberta, Saskatchewan & NWT *** | 315,193 | 183,231 | 501 | 910,710 | 511,542 | 425 |
| Manitoba | 166,716 | 91,000 | 264 | 252,817 | 145,202 | 132 |
| Ontario | 1,103,645 | 783,293 | 1,610 | 4,081,975 | 2,935,006 | 1,846 |
| Quebec | 256,207 | 175,290 | 376 | 857,317 | 565,496 | 381 |
| NB, PEI, NFLD and NS **** | 233,061 | 152,585 | 339 | 866,456 | 543,802 | 407 |
| Canada | 2,326,842 | 1,557,555 | 3,468 | 7,666,357 | 5,158,068 | 3,527 |

| Authorization levels of: | over \$5,000,000 | | |
|----------------------------------|-------------------|-------------------|--------------|
| | Authorized | Outstanding | Customers |
| | \$ thousands | \$ thousands | |
| British Columbia and Yukon* | 3,321,396 | 1,915,955 | 134 |
| Alberta, Saskatchewan and NWT*** | 14,164,487 | 6,131,610 | 311 |
| Manitoba | 751,935 | 256,623 | 29 |
| Ontario | 53,902,830 | 22,334,342 | 1,244 |
| Quebec | 6,382,995 | 3,800,540 | 218 |
| NB, PEI, NFLD and NS **** | 2,420,812 | 1,510,313 | 122 |
| Canada | 80,944,455 | 35,949,383 | 2,058 |

Note: for reasons of client confidentiality, we have combined the following: * Yukon Territory with British Columbia. ** Northwest Territories with Alberta. *** Northwest Territories, Saskatchewan and Alberta. **** New Brunswick, Prince Edward Island, Newfoundland and Nova Scotia.