



Scotiabank acquires Travelers Leasing Corporation

(announced: November 14, 2006)

INVESTOR FACT SHEET

Company Profile

| | |
|-----------------------------------|--|
| Description | A leading Canadian automobile financing company |
| Ownership | Privately-held |
| Locations | Vancouver, Kelowna, Mississauga, Calgary, Edmonton, Winnipeg, Saskatoon, Ottawa, Windsor, Montreal, Hull-Gatineau, Halifax |
| Distribution | 2,000 automotive dealers (indirect financing) |
| Customers | 19,000+ (outstanding loans) |
| # of Employees | 150+ |
| Loans under administration | \$255 million |

Investment Rationale

1. Immediate access to high-growth sector of auto market

- Leverage Scotia's leading bank position in auto finance
- strong track record of performance (over 50 years)

2. Scalable distribution capability

- Well-known Travelers' branded distribution channel
Relationships with 2,000 dealerships

3. Successful business model

- Strong track record for growth
- originations 70% CAGR (4-year)
 - revenues have tripled over past 2 years
- Superior customer service
- web-enabled finance portals to originate transactions
 - fast response time
- Expertise in risk-based pricing

4. Synergies

- New referrals
Lower funding and operational costs

Transaction Summary

| | |
|---------------------------|---|
| Acquiring | 100% of shares of Travelers Leasing Corporation, a privately-held leading Canadian automobile financing company |
| Transaction Value | Not disclosed |
| Management | Management agreements in place |
| Expected Closing | Within next 3 to 4 months |
| Required Approvals | OSFI |