

## INFORMATION STATEMENT DATED MARCH 5, 2008

*This Information Statement has been prepared solely for the purpose of assisting prospective purchasers in making an investment decision with respect to the Notes. This Information Statement constitutes an offering of these Notes only in those jurisdictions where they may be lawfully offered for sale and therein only by persons permitted to sell the Notes. No securities commission or similar authority in Canada has in any way passed upon the merits of the Notes offered hereunder and any representation to the contrary is an offence. The Notes offered under this Information Statement have not been, and will not be, registered under the United States Securities Act of 1933, as amended (the "1933 Act"), or any State securities laws and, subject to certain exceptions, may not be offered for sale, sold or delivered, directly or indirectly in the United States, its territories or possessions to or for the account or benefit of US persons within the meaning of Regulation S under the 1933 Act. In addition, the Notes may not be offered or sold to residents of any jurisdiction or country of Europe. The Notes are being offered and sold in Canada only.*



### THE BANK OF NOVA SCOTIA BEUTEL GOODMAN EQUITY VALUE PLUS DEPOSIT NOTES (RETURN OF CAPITAL), SERIES 1 \$60,000,000 MAXIMUM PRINCIPAL PROTECTED

The Bank of Nova Scotia — Beutel Goodman Equity Value Plus Deposit Notes (Return of Capital), Series 1, (the "Notes") issued by The Bank of Nova Scotia (the "Bank") will mature on or about November 16, 2015 (the "Maturity Date"). The Notes have been developed to provide holders of Notes ("Investors") who hold the Notes to the Maturity Date with principal protected notes that provide exposure to the distributions and capital appreciation of the Class A units of the Beutel Goodman Canadian Equity Fund (the "Canadian Fund") and the units (collectively, with the Class A units of the Canadian Fund, the "Units") of the Beutel Goodman Global Fund (the "Global Fund" and, collectively with the Canadian Fund, the "Funds"). Initially, the Portfolio will be allocated as to 60% to Units of the Canadian Fund and as to 40% to Units of the Global Fund (the "Weightings"). On each Quarterly Partial Principal Repayment Date (as defined), the Fund Account will be rebalanced, as necessary, through notional purchases and redemptions of Units at the then prevailing net asset values per Unit to ensure that the portion of the Fund Account Value (as defined) represented by the Units of each Fund corresponds with its Weighting. The Notes will be subject to a maximum annual Program Fee of 2.65% of the Fund Account Value. See "Fees and Expenses Associated with the Notes".

The Canadian Fund is a mutual fund managed by Beutel Goodman Managed Funds Inc., a wholly owned subsidiary of Beutel, Goodman & Company Ltd., and the Global Fund is a pooled fund managed by Beutel, Goodman & Company Ltd. (collectively, with Beutel Goodman Managed Funds Inc., the "Fund Manager"). The Canadian Fund seeks long term capital appreciation primarily through investments in common shares and other equity securities of established Canadian issuers. The Global Fund seeks long term enhancement of capital primarily through investments in common stocks and other equity securities outside of Canada.

The return on the Notes is linked to a portfolio (the "Portfolio") consisting of book-keeping accounts holding notional Units of the Funds and notional 0.50% coupon bonds ("Bonds") of the Bank and a notional loan facility (the "Loan"). Initially, the Portfolio will have 100% exposure to the Units. Thereafter, the Portfolio will be rebalanced as described in this Information Statement. See "Description of the Notes — Asset Allocation and Asset Allocation Calculation".

**For the avoidance of doubt, the Portfolio is notional only and all actions taken with respect thereto including, without limitation, all holdings, purchases, sales and redemptions of Units and/or Bonds, receipts and reinvestments of Distributions and drawdowns and repayments of any Loans are notional actions only. All references contained in this Information Statement to any such actions or events are to be construed as notional actions and events only. Since the Portfolio is strictly notional and each of the Fund Account, the Bond Account, the Principal Repayment Account (as each such term is defined below) and the Loan are book-keeping entries only, at no time will the Portfolio actually hold or own Units or Bonds and Investors will not have any rights to acquire, or any direct or indirect ownership of or entitlement to, Units, Bonds or assets reflected in the Portfolio. Investors will not, by virtue of holding Notes, be entitled to the rights or benefits of a unitholder of the Funds. See "Description of the Notes" and "Risk Factors".**

In respect of each Note, the Bank will, subject to the occurrence of a Protection Event or an Extraordinary Event (each as defined herein): (i) repay to the Investor a portion of the Original Principal Amount (being \$100 per Note) each quarter during the term of the Notes equal to 1.25% of the Fund Account Value, if any, which may vary over the term of the Notes, determined as of the immediately preceding Quarterly Partial Principal Repayment Determination Date ("Quarterly Partial Principal Repayments"); (ii) repay, on the Maturity Date, the unpaid Original Principal Amount of the Note outstanding at the Maturity Date (being \$100 less the aggregate of all Quarterly Partial Principal Repayments made); and (iii) pay, on the Maturity Date, Variable Return, if any, calculated as set forth herein. **The Quarterly Partial Principal Repayments, if any, and the payment, at the Maturity Date, of the unpaid balance of the Original Principal Amount remaining outstanding at that time ensures that the Original Principal Amount of each Note (\$100) will have been paid by the Maturity Date, regardless of the performance of the Portfolio.** The Quarterly Partial Principal Repayment of 1.25% of the Fund Account Value, if any, is equal to an annual payment of 5% of the Fund Account Value. In certain circumstances, including an Extraordinary Event or a Protection Event, the Fund Account Value could be zero, with the result that no Quarterly Partial Principal Repayments would be paid. Payment of the Quarterly Partial Principal Repayments will require liquidation of assets in the Fund Account equal to 5% calculated on a quarterly basis before giving effect to any liquidation required to pay the portion of the Program Fee that is calculated on the value of the Fund Account.

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**PRICE: \$100 PER NOTE**  
**Minimum Subscription: \$5,000 (50 Notes)**  
**FundSERV Code: SSP 132**

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A prospective investor should decide to invest in the Notes only after carefully considering with his or her advisor as to whether the Notes are a suitable investment in light of the particular circumstances of the investor and the information set out in this Information Statement. Neither the Bank, Scotia Capital Inc., the Fund Manager nor any of their respective affiliates makes any recommendation as to whether the Notes are a suitable investment for any person.

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*The Bank has taken reasonable care to ensure that the facts stated in this Information Statement with respect to the Notes are true and accurate in all material respects. However, the Bank and the Selling Agent make no assurances, representations or warranties with respect to the accuracy, reliability or completeness of any information obtained from third parties reproduced herein.*

*Neither the Bank, the Selling Agent, the Fund Manager nor their respective affiliates makes any representation as to the future performance of any of the Units or the Bonds. Investors should make any decision to invest in the Notes based only on their own views on the likely future performance of the Portfolio without reliance on the Bank, the Selling Agent, the Fund Manager or any of their respective affiliates and with the knowledge that the views of the Bank, the Selling Agent, the Fund Manager and their respective affiliates and the views of other market professionals may be different than theirs.*

In this Information Statement, "\$" refers to Canadian dollars, unless otherwise expressly specified.

## SUITABILITY FOR INVESTMENT

The Notes have been designed to provide Investors with exposure to the capital appreciation and Distributions, if any, of the Units. An investment in Notes is suitable for investors prepared to assume risks with respect to a return tied to the performance of the Units. However, the return on the Notes, if any, is uncertain in that an investor may not receive anything more at the Maturity Date than the Principal Outstanding. **The Original Principal Amount is guaranteed to be repaid only if the Notes are held to the Maturity Date.** A person should reach a decision to invest in the Notes after carefully considering, with his or her advisors, the suitability of this investment in light of his or her investment objectives and the information set out in this Information Statement. See “Risk Factors”.

## ELIGIBILITY FOR INVESTMENT

In the opinion of McCarthy Tétrault LLP, counsel to the Bank, the Notes offered hereby would, if issued on the date of this Information Statement, be qualified investments under the Act for trusts governed by registered retirement savings plans, registered retirement income funds, registered education savings plans, registered disability savings plans and deferred profit sharing plans (other than a trust governed by a deferred profit sharing plan to which contributions are made by the Bank or by an employer with which the Bank does not deal at arm’s length within the meaning of the Act).

## SUMMARY

*The following is a summary only and is qualified in its entirety by, and should be read in conjunction with, the more detailed information appearing elsewhere in this Information Statement. Capitalized terms that are used but not defined in this summary are defined elsewhere in this Information Statement. See “Glossary” for defined terms.*

**Issue:** The Bank of Nova Scotia — Beutel Goodman Equity Value Plus Deposit Notes (Return of Capital), Series 1.

**Issuer:** The Bank of Nova Scotia.

**Selling Agent:** Scotia Capital Inc.

**The Funds:** Beutel Goodman Canadian Equity Fund  
Beutel Goodman Global Fund

**Fund Manager:** Beutel Goodman Managed Funds Inc.  
Beutel, Goodman & Company Ltd.

**Sub-Agent:** Investor Cubed Inc.

**Original Principal Amount:** The Notes will be sold in denominations of \$100 per Note (the “Original Principal Amount”).

<b>Subscription Price:</b>	<u>Price to an Investor<sup>(1)</sup></u>	<u>Selling Agent Fees</u>	<u>Proceeds to the Bank<sup>(2)</sup></u>
	\$100 per Note	\$5.00	\$95.00

(1) The price to be paid by each Investor upon issuance has been determined by negotiation between the Bank and the Selling Agent.

(2) The net proceeds (“Net Proceeds”) are before deduction of expenses of issue, which will be paid by the Bank out of its general funds.

**Minimum Subscription:** Minimum subscription of \$5,000 (50 Notes).

**Issue Size:** A maximum of \$60,000,000 par amount of Notes combined with The Bank of Nova Scotia — Beutel Goodman Equity Value Plus Deposit Notes (Yield), Series 1 (collectively, the “BNS Beutel Notes”) will be issued by the Bank. This maximum size may be changed at any time, without notice, in the sole discretion of the Bank.

**Issue Date:** The Notes will be issued on or about May 14, 2008 (the actual date of issuance being the “Issue Date”).

Subscription proceeds submitted by Investors in advance of the Issue Date will be held in an account by the Selling Agent and will bear interest at an annual rate equal to 2.00%. To the extent that the interest accrued on any Investor’s subscription proceeds from the date of deposit to the Issue Date equals or exceeds \$100 or integral multiples thereof, such Investor will receive Notes in an equivalent Principal Amount rounded down to the nearest integral multiple of \$100. Investors have no entitlement to, and will not receive, any cash payment of interest under any circumstances, except where an Investor rescinds or has its purchase order rejected, in entirety, in which case the Investor will receive cash equal to the interest earned rounded down to the nearest integral multiple of \$100. No fractional Notes will be issued. The Bank will file an information return with the CRA in respect of any amount required to be included in an Investor’s income in respect of such interest and will provide the Investor with a copy of such return.

**Maturity Date/Term:**

The Notes will mature on November 16, 2015, resulting in a term to maturity of approximately 7.5 years. The Notes are not redeemable or retractable prior to maturity, but they may be resold in any available secondary market. See “Description of the Notes — Secondary Trading.”

**Offering:**

This Offering has been developed to provide investors with the opportunity to purchase principal protected notes that provide up to 200% of exposure to the Units. The link between the Notes and the Distributions and capital appreciation, if any, on the Units of the Funds will be based on an initial notional investment of the Net Proceeds of the Offering (\$95.00 per Note) plus \$5.00 per Note of Loan drawdown in the Portfolio. Periodically following the Issue Date, the Portfolio will be re-allocated among the Units, Bonds and the Loan in accordance with the Asset Allocation Calculation.

**Description of the Funds:**

The Canadian Fund is a mutual fund managed by Beutel Goodman Managed Funds Inc. and the Global Fund is a pooled fund managed by Beutel, Goodman & Company Ltd. The Canadian Fund seeks long term capital appreciation primarily through investments in common shares and other equity securities of established Canadian issuers. The Global Fund seeks long term enhancement of capital primarily through investments in common stocks and other equity securities outside of Canada.

A brief description of the Funds and information concerning historical performance of the Units are set out under “The Funds” in this Information Statement. Investors may obtain more detailed information about the Funds at [www.beutel-can.com](http://www.beutel-can.com) or through their advisor.

**The Portfolio:**

The Portfolio will consist of three book-entry accounts, being the Fund Account, the Bond Account and the Principal Repayment Account, and the notional Loan. The Fund Account will notionally hold Units of the Funds. It is anticipated that the Calculation Agent will initially allocate the entire Net Proceeds of \$95.00 per Note plus \$5.00 per Note of Loan drawdown to the notional purchase of Units for the Fund Account on the basis of 60% to Units of the Canadian Fund and 40% to Units of the Global Fund at the then current net asset values per Unit within eight Business Days of the Issue Date. Thereafter, the Portfolio may be re-allocated and Units may be notionally redeemed or purchased based on the Weightings and the then current net asset values of such Units upon the occurrence of certain events in accordance with the Asset Allocation Calculation. On each Quarterly Partial Principal Repayment Date (as defined), the Fund Account will be rebalanced, as necessary, through notional purchases and redemptions of Units at the then prevailing net asset values per Unit to ensure that the portion of the Fund Account Value (as defined) represented by the Units of each Fund corresponds with its Weighting. **For the avoidance of doubt, the Portfolio is notional only and all actions taken with respect thereto including, without limitation, all holdings, purchases, sales and redemptions of Units and/or Bonds, receipts and reinvestment of Distributions and drawdowns and repayments of any Loans are notional actions only. All references contained in this Information Statement to any such actions or events are to be construed as notional actions and events only. Since the Portfolio is strictly notional and each of the Fund Account, the Bond Account, the Principal Repayment Account and the Loan are book-keeping entries only, at no time will the Portfolio actually hold or own Units or Bonds. Investors will not have any rights to acquire, or any direct or indirect ownership of or entitlement to, Units, Bonds**

**or assets reflected in the Portfolio. Investors will not, by virtue of holding Notes, be entitled to the rights or benefits of a unitholder of either Fund.**

**Fund Account:**

The Fund Account will notionally hold Units of the Funds and may be margined through the Loan. The Fund Account may also notionally hold, from time to time, a nominal amount of cash. Units in the Fund Account may be affected by an Allocation Event, a Market Disruption Event, an Extraordinary Event or a Protection Event. See “Description of the Notes — Asset Allocation and Asset Allocation Calculation”.

All references to Units are to Class A units of the Canadian Fund and units of the Global Fund. The value of Units notionally held in the Fund Account at any time will be equal to the net asset value of the Units grossed-up (i.e., increased) by an amount which reflects the management fee expense, if any, applicable to the Units. Accordingly, the value of the Units notionally held in the Fund Account at any time will be higher than the value of the Units of the Funds by an amount that reflects the management fee expense applicable to the Units. The Calculation Agent will be paid the Program Fee from the assets of the Portfolio.

**Principal Repayment Account:**

Subject to the occurrence of a Protection Event or an Extraordinary Event, an amount equal to 1.25% of the Fund Account Value, if any, will be credited to the Principal Repayment Account, and deducted from the Fund Account, as of the 14<sup>th</sup> day of February, May, August and November in each year during the term of the Notes or, if such day is not a Business Day, on the next following Business Day (each a “Quarterly Partial Principal Repayment Determination Date”). The Principal Repayment Account will fund the Quarterly Partial Principal Repayments on the Notes. Any Distributions and Special Distributions made on Units in the Fund Account as of the relevant record date(s) will be notionally paid in kind to the Fund Account via a notional distribution reinvestment program as of the applicable payment date. The Quarterly Partial Principal Repayment of 1.25% of the Fund Account Value, if any, is equal to an annual payment of 5% of the Fund Account Value. In certain circumstances, including an Extraordinary Event or a Protection Event, the Fund Account Value could be zero, with the result that no Quarterly Partial Principal Repayments would be paid. Payment of the Quarterly Partial Principal Repayments will require liquidation of assets in the Fund Account equal to 5% calculated on a quarterly basis before giving effect to any liquidation required to pay the portion of the Program Fee that is calculated on the value of the Fund Account. The Funds have no regular distributions.

**Loan:**

The Units may be leveraged from time to time through a revolving loan (the “Loan”). At inception, the Loan will be drawn down \$5 per Note. The amount of the Loan that may be outstanding from time to time is dependent upon the Asset Allocation Calculation and may increase (i.e., be drawn down) or decrease (i.e., be repaid) upon the occurrence of an Allocation Event. The Asset Allocation Calculation will effectively limit the amount of the Loan by imposing a maximum drawdown of \$105.00 per Note. See “Description of the Notes — Asset Allocation and Asset Allocation Calculation”.

Interest on any Loan will accrue daily at a rate equal to the one-month Bankers’ Acceptance Rate (being the average bid rate of interest for Canadian dollar bankers’ acceptances with a maturity of one month appearing on the Reuters Data Service page “CDOR” as of 10:00 a.m., Toronto time) plus 0.25% per annum, calculated daily and paid monthly (3.90% as of

March 5, 2008). Interest accrued on the Loan will be paid through the redemption of the requisite number of Units from the Fund Account.

**Bond Account:**

The Bond Account will notionally hold 0.50% coupon bonds (each a “Bond”) of the Bank that mature on the Maturity Date. Bonds will be purchased and sold at yields equal to the prevailing Canadian dollar inter-bank swap rate (using the bid swap rate for purchases and offer swap rate for sales) for a term equivalent to the remaining term of the Notes. Bonds will be purchased or sold in accordance with the Asset Allocation Calculation. No Bonds will be purchased on the Issue Date. See “Description of the Notes — Asset Allocation and Asset Allocation Calculation”.

**Quarterly Partial Principal Repayments:**

Subject to the occurrence of an Extraordinary Event (which may include a Market Disruption Event which continues in effect for eight or more consecutive Business Days) or a Protection Event, Quarterly Partial Principal Repayments per Note will be payable in Canadian dollars in an amount equal to 1.25% of the Fund Account Value, if any, determined as of the Quarterly Partial Principal Repayment Determination Date immediately preceding the date of payment. Upon payment of any Quarterly Partial Principal Repayment on the Notes, the aggregate amount of such payment will be deducted from the Principal Repayment Account. Each Quarterly Partial Principal Repayment will be paid within 10 Business Days of the immediately preceding Quarterly Partial Principal Repayment Determination Date (the date of such payment being a “Quarterly Partial Principal Repayment Date”) during the term of the Notes in an amount equal to the Principal Repayment Account Value on the immediately preceding Quarterly Partial Principal Repayment Determination Date. Program Fees and Loan interest will not be deducted from the Principal Repayment Account. Quarterly Partial Principal Repayments, if any, will be funded through a liquidation of Fund Account assets, which will reduce the value of the Fund Account. See “Description of the Notes — Quarterly Partial Principal Repayments”.

The following chart sets out the indicative principal repayment rates on the Notes in different scenarios that vary depending on the performance of the Fund Account, assuming a Floor of \$76.00. **This chart is for illustrative purposes only and there can be no assurance that the indicative rates of principal repayment set out in the chart will be achieved.**

Note NAV	Change in Note NAV	Floor Price*	Loan Amount	Fund Account Value	Bond Account Value	Principal Repayment
\$119.73	26.03%	\$76.00	\$105.00	\$224.73	—	11.24%
\$109.37	15.13%	\$76.00	\$92.63	\$202.00	—	10.10%
\$106.25	11.84%	\$76.00	\$62.89	\$169.14	—	8.46%
\$101.30	6.63%	\$76.00	\$22.18	\$123.48	—	6.17%
<b>\$95.00</b>	<b>0.00%</b>	<b>\$76.00</b>	<b>\$5.00</b>	<b>\$100.00</b>	<b>—</b>	<b>5.00%</b>
\$88.98	–6.34%	\$76.00	—	\$68.09	\$20.89	3.40%
\$82.40	–13.26%	\$76.00	—	\$52.23	\$30.17	2.61%
\$79.97	–15.82%	\$76.00	—	\$38.67	\$41.29	1.93%
\$78.16	–17.73%	\$76.00	—	\$28.61	\$49.54	1.43%
\$76.81	–19.15%	\$76.00	—	\$21.17	\$55.64	1.06%
\$75.82	–20.19%	\$76.00	—	\$15.67	\$60.15	0.78%
\$75.09	–20.96%	\$76.00	—	\$11.61	\$63.48	0.58%
\$74.54	–21.54%	\$76.00	—	\$8.55	\$65.99	0.43%
\$74.50	–21.58%	\$76.00	—	\$0.00	\$74.50	0.00%

\* Constant Floor Price \$76

**Amount Payable at the Maturity Date:**

The amount payable per Note at maturity (the “Maturity Payment Amount”) will be determined by the Calculation Agent based on the following formula:

$$\text{Maturity Payment Amount} = \text{Principal Outstanding} + \text{Variable Return}$$

Where:

- **Principal Outstanding** equals the Original Principal Amount (\$100) less the aggregate of all Quarterly Partial Principal Repayments per Note made during the term of the Notes;
- **Variable Return** equals the sum of: (i) the Capital Appreciation; and (ii) the Additional Amount, provided that the Variable Return may not be less than zero;
- **Capital Appreciation** equals the amount, if any, by which NAV<sub>FINAL</sub> exceeds the Original Principal Amount;
- **Additional Amount** is an amount, which may be positive or negative, equal to: (i) the Undiscounted Fixed Amount discounted for term of one year at the one year Bankers’ Acceptance Rate prevailing at the maturity Date; less (ii) the Principal Outstanding at the Maturity Date;
- **Undiscounted Fixed Amount** is a sum in excess of \$100 to be established by the Calculation Agent on the Issue Date; and
- **NAV<sub>FINAL</sub>** is an amount, expressed per Note, equal to the NAV determined on the third Exchange Business Day prior to the Maturity Date, excluding any amount notionally held in the Principal Repayment Account which will be paid out as a Quarterly Partial Principal Repayment on the Maturity Date.

**Asset Allocation Calculation:**

The Asset Allocation Calculation will dictate the allocation of the Portfolio, from time to time, between Units and Bonds and will dictate the amount, if any, of the outstanding Loan. The Calculation Agent will be responsible for applying the Asset Allocation Calculation, including facilitating any transactions in Units or Bonds and any drawdown or repayment of the Loan. The Asset Allocation Calculation is based on the following concepts:

- “Distance” =  $\frac{\text{NAV} - \text{Floor}}{\text{FAV}}$
- “NAV” means, at any time the total of: (i) the Fund Account Value and the value of the Bond Account; plus (ii) any cash in the Principal Repayment Account at that time; minus (iii) the principal amount of the Loan outstanding at that time; minus (iv) interest on the Loan accrued and unpaid at that time; minus (v) the Program Fees (as defined herein) accrued and unpaid at that time; divided by (vi) the number of Notes outstanding.
- “Floor” means, at any time, the estimated offer price at that time for a 0.50% coupon Bond with a \$100 face amount and a maturity date of November 16, 2015, determined by the Calculation Agent.
- “Fund Account Value” or “FAV” means, at any time, the aggregate of: (i) the amount that could be realized at that time by notionally redeeming all Units in the Fund Account at then prevailing net asset values per Unit; and (ii) any cash in the Fund Account at that time, expressed as an amount per Note.

An Allocation Event (as defined below) will occur if, at any time on a Business Day: (i) the Distance falls below 15% (a “De-Leveraging Event”); (ii) the Distance rises above 23% (a “Leveraging Event”); or (iii) the NAV falls to \$1.50 or less per Note above the Floor (a “Protection Event”).

Upon the occurrence of certain events that may be triggered by changes in the Distance which, in turn, is triggered by changes in the NAV, the Floor and/or the FAV (each, an “Allocation Event”), the Portfolio will be notionally re-balanced by re-allocating the assets of the Portfolio between Units and Bonds and drawing down or repaying the Loan. The Calculation Agent will be required to monitor the Distance on each Business Day. Allocation Events that would otherwise have occurred on a particular date may be delayed in the circumstances described under “Description of the Notes — Special Circumstances — Market Disruption Event”.

Within 8 Business Days of the Issue Date, Units will be purchased using the Net Proceeds of \$95.00 per Note and \$5.00 per Note of Loan drawdown based on the respective Weightings. Thereafter, and subject to the occurrence of events described under “Description of the Notes — Special Circumstances,” the Portfolio will be rebalanced based on certain events as determined by the Distance in accordance with the Weightings.

Upon the occurrence of a Leveraging Event, any Bonds in the Bond Account will be sold and, thereafter the amount of Loan will be drawn down (to a maximum of \$105.00 per Note) and any proceeds thereof applied to purchase more Units for the Fund Account in accordance with the Weightings at the then prevailing net asset values per Unit.

Upon the occurrence of a De-Leveraging Event, Units in the Fund Account will be redeemed in accordance with the Weightings at the then prevailing net asset values per Unit. The proceeds thereof will be applied to first reduce any Loan outstanding and pay accrued and unpaid interest, and second, to purchase Bonds for the Bond Account, if any proceeds remain.

In either case, purchases and sales are made to return the Distance to approximately 19%.

Upon the occurrence of a Protection Event, all Units in the Fund Account will be redeemed at the then prevailing net asset values per Unit and the proceeds thereof applied first to repay any Loan outstanding, to pay any accrued and unpaid Loan interest and any accrued and unpaid Program Fees, and second, to purchase Bonds. In addition, all cash in the Principal Repayment Account will be paid to Investors on the next following Quarterly Partial Principal Repayment Date (or if a Quarterly Partial Principal Repayment Date does not occur prior to maturity, on the Maturity Date), following which no further Quarterly Partial Principal Repayments will be paid for the remainder of the term of the Notes. Following the occurrence of a Protection Event, no further Units will be purchased for the Fund Account (regardless of the subsequent occurrence of any Leveraging Event) with the result that, thereafter until the Maturity Date, the Portfolio will consist only of Bonds, regardless of the subsequent performance of the Units. If a Protection Event occurs, the possibility of the Investor receiving more than the Principal Outstanding per Note on the Maturity Date is significantly reduced. In this case, Investors may only have the Principal Outstanding of their Notes returned to them on the Maturity Date.

See “Description of the Notes — Asset Allocation and the Asset Allocation Calculation”.

**Market Disruption Event:**

If a Market Disruption Event (as defined herein) occurs, the Calculation Agent may delay application of the Asset Allocation Calculation and, accordingly, the determination of whether a Leveraging Event, De-Leveraging Event or a Protection Event has occurred. If a Market Disruption Event continues for a period of 8 consecutive Business Days then, notwithstanding the continuation of the Market Disruption Event thereafter, the Calculation Agent may, in its discretion, elect to determine whether a Leveraging Event, De-Leveraging Event or a Protection Event has occurred substituting its own discretion with respect to market values of the affected Units following consultation with the Fund Manager and may, in its sole discretion make all necessary determinations and adjustments to the Portfolio without any liability on the part of the Calculation Agent. Alternatively, in such event, the Bank may elect to designate such event as an Extraordinary Event, with the consequences described under “Description of the Notes — Special Circumstances — Extraordinary Event.” The occurrence of a Market Disruption Event may delay determination and payment of the Variable Return, if any. See “Description of the Notes — Special Circumstances — Market Disruption Event.”

**Extraordinary Event:**

If an Extraordinary Event (as defined herein) occurs, the Calculation Agent may determine that the Portfolio will not include any Units and will only consist of the Bond Account. If so, no Variable Return may be paid, even though the Units which have been redeemed may earn a positive return following the occurrence of the Extraordinary Event. In addition, all cash in the Principal Repayment Account will be paid to Investors on the next following Quarterly Partial Principal Repayment Date (or if a Quarterly Partial Principal Repayment Date does not occur prior to maturity, on the Maturity Date), following which no further Quarterly Partial Principal Repayments will be paid for the remainder of the term of the Notes. If an Extraordinary Event occurs, Investors will receive the Principal Outstanding per Note no earlier than the Maturity Date. The liquidated proceeds of the Fund Account less payment of the Loan, if any, up to the occurrence of the Extraordinary Event will be invested in the Bond Account. If an Extraordinary Event occurs, the possibility of receiving more than the Principal Outstanding per Note at the Maturity Date is significantly reduced. In this case, Investors may only have the Principal Outstanding of their Notes returned to them on the Maturity Date. See “Description of the Notes — Special Circumstances — Extraordinary Event”.

**Secondary Market:**

**The Notes will not be listed on any stock exchange.** There can be no assurance that a secondary market for the Notes will develop or, if such market does develop, that it will be sustained or liquid. The Selling Agent intends to use reasonable efforts to initiate and maintain a secondary market for the Notes, but reserves the right not to do so at any time in the future, in its sole discretion, without providing prior notice to Investors. These efforts will consist of posting a daily bid price through the FundSERV network for the Notes (the “Bid Price”). The Selling Agent may, for any reason, elect not to purchase Notes from any particular Investor. **If an Investor sells a Note to the Selling Agent within the first three years from the Issue Date, the Investor will receive sale proceeds equal to the Bid Price for the Note as determined by the Selling Agent minus any applicable Early Trading Charge. A sale of Notes**

**originally purchased through a distributor on the FundSERV network will be subject to certain additional procedures and limitations established by the FundSERV network.** See “Description of the Notes — Secondary Trading of Notes”, “FundSERV” and “Risk Factors”.

While the Selling Agent will use reasonable efforts, the Selling Agent is under no obligation to facilitate or arrange for such a secondary market, and such secondary market, when commenced, may be suspended at any time at the sole discretion of the Selling Agent, without notice. If there is no secondary market, an Investor will not be able to sell its Notes. The Notes are intended to be instruments held to the Maturity Date. **If an Investor sells Notes prior to the Maturity Date, the Investor may have to do so at a discount from the Principal Outstanding even if the performance of the Portfolio has been positive and, as a result, the Investor may suffer losses.** See “Description of the Notes — Secondary Trading” and “Certain Canadian Federal Income Tax Considerations”.

**Early Trading Charge:**

If an Investor sells a Note within the first three years from the closing of this Offering, the proceeds from the sale of the Note will be reduced by the Early Trading Charge. The Early Trading Charge is 6.50% of the Original Principal Amount of any Note sold in the first year following the Issue Date, 4.50% of the Original Principal Amount of any Note sold in the second year following the Issue Date and 2.00% of the Original Principal Amount of any Note sold in the third year following the Issue Date. After the end of the third year following the Issue Date, the Early Trading Charge will cease to apply. See “Description of the Notes — Early Trading Charge”.

**Rank; No Deposit Insurance:**

The Notes will rank equally with all other deposit liabilities of the Bank. **The Notes will not be deposits insured under the *Canada Deposit Insurance Corporation Act* or under any other deposit insurance regime designed to ensure the payment of all or a portion of a deposit upon the insolvency of the deposit taking financial institution.** See “Description of the Notes — Rank; No Deposit Insurance”.

**Credit Rating:**

**The Notes have not been rated.** As of the date of this Information Statement, the Bank’s deposit liabilities with a term of more than one year were rated AA by DBRS, AA – by S&P, AA – by Fitch and Aa1 by Moody’s. There can be no assurance that if the Notes were specifically rated by these rating agencies that they would have the same rating as the Bank’s other deposit liabilities. **A rating is not a recommendation to buy, sell or hold investments and may be subject to revision or withdrawal at any time by the relevant rating agency.** See “Description of the Notes — Credit Rating”.

**Use of Proceeds:**

The Net Proceeds will not be held by the Bank in trust for the Investors of the Notes in any segregated or other account. Rather, the Bank will use the Net Proceeds of the Offering for its general banking purposes. See “Use of Proceeds”.

**Income Tax Considerations:**

This income tax summary is subject to the limitations and qualifications set out under the heading “Certain Canadian Federal Income Tax Considerations”. Quarterly Partial Principal Repayments received in respect of the Notes, if any, will reduce the principal amount of the Notes and reduce the Initial Investor’s adjusted cost base of the Notes and will not be included in the Initial Investor’s income. Except in the case of an Extraordinary Event or a Protection Event, there should be no deemed accrual of interest on the Notes under the “prescribed debt obligation” rules of the Act and the Regulations

until the taxation year of an Initial Investor that includes the Maturity Date. Where the Variable Return is determined because of an Extraordinary Event or a Protection Event, the Variable Return will generally be required to be accrued by the Initial Investor in accordance with the “prescribed debt obligation” rules of the Act and Regulations. The full amount of the Variable Return will generally be included in an Initial Investor’s income in the taxation year of the Initial Investor that includes the Maturity Date. Although not free from doubt, an Initial Investor who disposes of, or is deemed to dispose of, a Note (other than by virtue of repayment of the Note at maturity) should realize a capital gain (or capital loss) to the extent that the proceeds of disposition of the Note, less any costs of disposition, exceed (or are exceeded by) the Initial Investor’s adjusted cost base of the Note. **Initial Investors who dispose of Notes prior to the Maturity Date should consult their tax advisors with respect to their particular circumstances.**

See “Certain Canadian Federal Income Tax Considerations”.

**Fees and Expenses:**

**The following fees and expenses will be paid prior to Variable Return, if any, at the Maturity Date of the Notes:**

**Program Fee**

The Notes will be subject to an annual program fee (the “Program Fee”). The Program Fee will vary depending upon the allocation in the Portfolio between the notional Units and the Bonds. The Program Fee will be 2.65% for the portion of the Portfolio allocated to the Fund Account (including any Units notionally acquired with the Loan in the case of a Leveraging Event and on reinvestment) and 0.50% for the portion of the Portfolio allocated to the Bond Account. The Program Fee will be accrued daily and paid monthly in arrears to Scotia Capital, as Calculation Agent of the Notes. The 0.50% Program Fee on the portion of the Portfolio allocated to the Bonds is produced by the coupon on the Bonds. The 2.65% Program Fee on the portion of the Portfolio allocated to the Fund Account is generated by redeeming Units notionally held in the Fund Account. The Calculation Agent will pay a fee to the Sub-Agent based on sales of Notes and the Calculation Agent will pay a fee to the Fund Manager out of the Program Fee allocated to the Fund Account.

There will be no duplication of fees as between the MER of the Funds and the Program Fee applicable to the Notes.

The Bank will pay selling agents who sell Notes an annual fee, paid quarterly, of 0.30% of the average daily value of the Fund Account during the term of the Notes. This fee will be paid out of the Program Fee. **Program Fees and Loan interest associated with the Notes will be deducted from the Fund Account periodically during the term of the Notes and prior to determining the amount of Variable Return, if any, payable at maturity.**

The Bank will also pay a selling fee to qualified selling group members of \$5.00 per Note sold.

**Leverage**

For providing leverage to the Portfolio, Scotia Capital will receive the interest payable on funds notionally borrowed under the Loan, calculated at an annual interest rate equal to the one-month Bankers’ Acceptance Rate plus 0.25% (3.90% as of March 5, 2008), accrued daily and paid monthly. This interest will

be paid out of the Fund Account during the term of the Notes and prior to determining the amount of Variable Return, if any, payable at maturity.

**Calculation Agent:**

Scotia Capital will act as the Calculation Agent, provided that Scotia Capital may appoint a successor calculation agent and may delegate its functions to a third party. The Calculation Agent will make all necessary calculations and determinations required in respect of the Notes. In certain circumstances involving a Market Disruption Event, exact and precise calculations may not be possible. The Calculation Agent's calculations and determinations will be made in good faith and will, absent manifest error, be final and binding on Investors.

**Book-Entry Only  
Registration:**

All of the Notes will be evidenced by a single global Note held by CDS, or its nominee on its behalf, as registered Investor of the Notes. Registration of interests in and transfers of the Notes will be made only through participants in its book-entry system ("Participants"). Subject to certain limited exceptions, no Investor will be entitled to any certificate or other instrument from the Bank or CDS evidencing the ownership thereof and no Investor will be shown on the records maintained by the depositary except through an agent who is a Participant of the depositary. See "Description of the Notes — Form of the Notes".

**Risk Factors:**

The Notes have been designed to provide Investors with exposure to the capital appreciation and Distributions, if any, of the Units. Before reaching a decision to purchase any Notes, prospective investors should carefully consider a variety of risk factors associated with the ownership of the Notes. **An Investor will not be able to redeem Notes prior to the Maturity Date.** The Notes have certain characteristics that differ from conventional fixed income investments in that they do not provide a return at the Maturity Date that is calculated by reference to a fixed or floating rate of interest that can be determined prior to the Maturity Date. The return on the Notes (if any), unlike the return on many deposit liabilities of Canadian chartered banks, is uncertain. Therefore, the Notes are not suitable investments for Investors that need or expect certainty of yield. The Notes are designed for Investors with a long-term investment horizon who are prepared to hold the Notes to the Maturity Date and are prepared to assume risks with respect to a return tied to the performance of the Units.

There is no assurance that the Units will appreciate in value over the term of the Notes. Therefore, there is no assurance that Investors will receive any amount at the Maturity Date other than the Principal Outstanding. The Notes do not represent a direct or indirect ownership interest in any notional Units or Bonds. All fees and expenses in respect of the Notes will be deducted from the value of the Portfolio and will reduce the Variable Return, if any. The Distributions, if any, on and the capital appreciation, if any, of the notional Units may not be sufficient to generate any Variable Return on the Notes.

Quarterly Partial Principal Repayments, Loan interest and Program Fees will be funded by liquidating Fund Account assets, as required. This will reduce the Fund Account Value and increase the likelihood that a Protection Event will occur.

A prospective investor should decide to invest in the Notes only after carefully considering with his or her advisor as to whether the Notes are a suitable investment in light of his or her own circumstances and the information set out in this Information Statement. None of the Bank, Scotia Capital Inc., the Fund Manager or their respective affiliates makes any recommendation as to whether the Notes are a suitable investment for any person. See "**Risk Factors**".

## DESCRIPTION OF THE NOTES

### Issue Size

The Bank of Nova Scotia — Beutel Goodman EquityValue Plus Deposit Notes (Return of Capital), Series 1 will be issued by the Bank on the Issue Date. A maximum of \$60,000,000 par amount of BNS Beutel Notes will be issued by the Bank. This maximum size may be changed at any time without notice in the sole discretion of the Bank.

### Original Principal Amount and Minimum Subscription

Each Note will be issued in an Original Principal Amount of \$100. The price to be paid by each Investor upon issuance has been determined by agreement between the Bank and the Selling Agent. The minimum subscription per Investor will be fifty (50) Notes (i.e. \$5,000).

### Quarterly Partial Principal Repayments

An amount equal to 1.25% of the Fund Account Value, if any, as of each Quarterly Partial Principal Repayment Determination Date will be credited to the Principal Repayment Account and the Fund Account Value will be reduced by a corresponding amount through the redemption of Units in accordance with the Weightings at the then prevailing net asset values per Unit. The Principal Repayment Account will fund the payment of the Quarterly Partial Principal Repayments, if any, on the Notes. Quarterly Partial Principal Repayments in respect of each Note will be payable in Canadian dollars on each Quarterly Partial Principal Repayment Date during the term of the Notes. The amount of any particular Quarterly Partial Principal Repayment will be equal to the Principal Repayment Account Value, if any, as of the close of business on the immediately preceding Quarterly Partial Principal Repayment Determination Date.

The following chart sets out the indicative principal repayment rates on the Notes in different scenarios that vary depending on the performance of the Fund Account, assuming a Floor of \$76.00. **This chart is for illustrative purposes only and there can be no assurance that the indicative rates of principal repayment set out in the chart will be achieved.**

Note NAV	Change in Note NAV	Floor Price*	Loan Amount	Fund Account Value	Bond Account Value	Principal Repayment
\$119.73	26.03%	\$76.00	\$105.00	\$224.73	—	11.24%
\$109.37	15.13%	\$76.00	\$92.63	\$202.00	—	10.10%
\$106.25	11.84%	\$76.00	\$62.89	\$169.14	—	8.46%
\$101.30	6.63%	\$76.00	\$22.18	\$123.48	—	6.17%
<b>\$95.00</b>	<b>0.00%</b>	<b>\$76.00</b>	<b>\$5.00</b>	<b>\$100.00</b>	<b>—</b>	<b>5.00%</b>
\$88.98	−6.34%	\$76.00	—	\$68.09	\$20.89	3.40%
\$82.40	−13.26%	\$76.00	—	\$52.23	\$30.17	2.61%
\$79.97	−15.82%	\$76.00	—	\$38.67	\$41.29	1.93%
\$78.16	−17.73%	\$76.00	—	\$28.61	\$49.54	1.43%
\$76.81	−19.15%	\$76.00	—	\$21.17	\$55.64	1.06%
\$75.82	−20.19%	\$76.00	—	\$15.67	\$60.15	0.78%
\$75.09	−20.96%	\$76.00	—	\$11.61	\$63.48	0.58%
\$74.54	−21.54%	\$76.00	—	\$8.55	\$65.99	0.43%
\$74.50	−21.58%	\$76.00	—	\$0.00	\$74.50	0.00%

\* Constant Floor Price \$76

## Maturity Payment Amount

### *General*

Each Note matures on the Maturity Date. Subject to the occurrence of a Market Disruption Event, an Extraordinary Event or a Protection Event, an Investor will be paid the Maturity Payment Amount, at the Maturity Date, subject to the provisions and conditions described or contemplated in this Information Statement. The Maturity Payment Amount is linked to the performance of the Portfolio, the assets of which will be allocated as described under “Description of the Notes — Asset Allocation and the Asset Allocation Calculation”. Allocations will be made in accordance with the Asset Allocation Calculation based on the value of the notional Units, the Bonds and Loan, interest rates and other factors. The Maturity Payment Amount per Note will be determined by the Calculation Agent based on the following formula:

$$\text{Maturity Payment Amount} = \text{Principal Outstanding} + \text{Variable Return}$$

Where:

- **Principal Outstanding** equals the Original Principal Amount (\$100) less the aggregate of all Quarterly Partial Principal Repayments per Note made during the term of the Notes;
- **Variable Return** equals the sum of: (i) the Capital Appreciation; and (ii) the Additional Amount, provided that the Variable Return may not be less than zero;
- **Capital Appreciation** equals the amount, if any, by which  $NAV_{\text{Final}}$  exceeds the Original Principal Amount;
- **Additional Amount** is an amount, which may be positive or negative, equal to: (i) the Undiscounted Fixed Amount discounted for a term of one year at the one year Bankers’ Acceptance Rate prevailing at the Maturity Date; less (ii) the Principal Outstanding at the Maturity Date;
- **Undiscounted Fixed Amount** is a sum in excess of \$100 to be established by the Calculation Agent on the Issue Date; and
- $NAV_{\text{Final}}$  is an amount, expressed per Note, equal to the NAV determined on the third Exchange Business Day prior to the Maturity Date, excluding any amount notionally held in the Principal Repayment Account which will be paid out as a Quarterly Partial Principal Repayment on the Maturity Date.

In no event will payment of the Maturity Payment Amount be made by the Bank earlier than the Maturity Date. The Fund Account will be gradually notionally liquidated (at the discretion of the Calculation Agent to ensure orderly liquidation) during the ten Exchange Business Days immediately preceding the Maturity Date at then prevailing market prices determined by the Calculation Agent. The Calculation Agent is expected to have fully liquidated the notional assets of the Portfolio by, and to calculate the  $NAV_{\text{FINAL}}$  on, the third Exchange Business Day prior to the Maturity Date. The timing and manner of determining the Variable Return, if any, and therefore the Maturity Payment Amount may be affected by the occurrence of Market Disruption Events, Extraordinary Events or the inability notionally to fully liquidate the Portfolio by the third Exchange Business Day prior to the Maturity Date. See “Description of the Notes — Special Circumstances”.

If the Maturity Date is not a Business Day for any reason, then the Maturity Date will be deemed to occur on the next following Business Day and no interest or other compensation will be paid to an Investor in respect of such postponement. **If the Notes are held to the Maturity Date, the full Original Principal Amount (\$100 per Note) will have been paid in total by the Maturity Date (regardless of the performance of the Portfolio and even if  $NAV_{\text{FINAL}}$  is less than \$100 for any reason).**

**There is a possibility that there may be no Variable Return.** There will be no Variable Return unless the Capital Appreciation plus the Additional Amount exceed zero. If not, the Maturity Payment Amount per Note will be limited to the Principal Outstanding on the Maturity Date. See “Risk Factors.”

### *Examples*

*Example 1 — NAV<sub>FINAL</sub> is greater than the Original Principal Amount*

Assumptions:

$$\text{NAV}_{\text{FINAL}} = \$180.00$$

$$\text{Principal Outstanding} = \$70.00$$

$$\text{Total of Quarterly Partial Principal Repayments} = \$30.00$$

$$\text{Undiscounted Fixed Amount} = \$104.00$$

$$1 \text{ yr BA CDOR at Maturity} = 4.30\%$$

- (i) Capital Appreciation =  $\text{NAV}_{\text{FINAL}} - \$100.00$   
=  $\$180.00 - \$100.00$   
=  $\$80.00$
- (ii) Additional Amount =  $\text{Undiscounted Fixed Amount} / (1 + 1\text{yr BA CDOR}) - \text{Principal Outstanding}$   
=  $\$104.30 / (1 + 0.0425) - \$70.00$   
=  $\$30.05$
- (iii) Variable Return (Min 0) =  $\text{Additional Amount} + \text{Capital Appreciation}$   
=  $\$30.05 + \$80.00$   
=  $\$110.05$
- (iv) Maturity Payment Amount =  $\text{Principal Outstanding} + \text{Variable Return}$   
=  $\$70.00 + \$110.05$   
=  $\$180.05$

The Maturity Payment Amount is in addition to total Quarterly Partial Principal Repayments of \$30.00 paid over the term of the Notes.

*Example 2 — NAV<sub>FINAL</sub> is less than the Original Principal Amount*

Assumptions:

$$\text{NAV}_{\text{FINAL}} = \$95.00$$

$$\text{Principal Outstanding} = \$70.00$$

$$\text{Total of Quarterly Partial Principal Repayments} = \$30.00$$

$$\text{Undiscounted Fixed Amount} = \$104.30$$

$$1 \text{ yr BA CDOR at Maturity} = 4.25\%$$

- (i) Capital Appreciation =  $\text{NAV}_{\text{FINAL}} - \$100.00$   
=  $\$95.00 - \$100.00$   
=  $-\$5.00$  therefore Capital Appreciation =  $\$0$

$$\begin{aligned}
\text{(ii) Additional Amount} &= \text{Undiscounted Fixed Amount} / (1 + 1\text{yr BA CDOR}) - \text{Principal Outstanding} \\
&= \$104.30 / (1 + 0.0425) - \$70.00 \\
&= \$30.05 \\
\text{(iii) Variable Return (Min 0)} &= \text{Additional Amount} + \text{Capital Appreciation} \\
&= \$30.05 + \$0 \\
&= \$30.05 \\
\text{(iv) Maturity Payment Amount} &= \text{Principal Outstanding} + \text{Variable Return} \\
&= \$70.00 + \$30.05 \\
&= \$100.05
\end{aligned}$$

## The Portfolio

### *General*

The Portfolio consists of three book-entry accounts referred to as the Fund Account, the Bond Account and the Principal Repayment Account, and the Loan. The Portfolio is a notional portfolio of assets allocated in accordance with the Asset Allocation Calculation over the term of the Notes between the Fund Account and the Bond Account. Since the Portfolio is notional only, Investors will have no ownership or other interest in the Bonds, Units or other assets comprising the Portfolio, other than the right to be paid the Maturity Payment Amount and Quarterly Partial Principal Repayments. **For the avoidance of doubt, all holdings in the Portfolio and all actions including, without limitation, all holdings, purchases, sales, and redemptions of Units and/or Bonds, receipts and reinvestment of Distributions and drawdowns and repayments of the Loan taken in connection with the Portfolio are notional holdings and actions only. All references contained in this Information Statement to any such actions or events are to be construed as notional actions and events only. Since the Portfolio is strictly notional and each of the Fund Account, the Bond Account, the Principal Repayment Account and the Loan are notional book-keeping entries only, at no time will the Portfolio actually hold or own Units or Bonds. Investors will not, by virtue of holding Notes, be entitled to the rights or benefits of a unitholder of the Fund.**

### *The Fund Account*

The Fund Account will consist mainly of notional Units of the Funds and may be margined through the Loan. The Fund Account may also contain, from time to time, a nominal amount of cash. The cash in the Fund Account will earn interest at the overnight Bank of Canada rate. Distributions and Special Distributions, if any, on the Units in the Fund Account on the relevant record date(s) will be notionally paid in kind to the Fund Account as of the applicable payment date via a notional distribution reinvestment program. Units in the Fund Account may be affected by the occurrence of an Allocation Event, a Market Disruption Event, an Extraordinary Event or a Protection Event.

### *The Bond Account*

The Bond Account will consist of notional 0.50% coupon bonds of the Bank, which will be purchased and sold at yields equal to the prevailing Canadian dollar inter-bank swap rates as reasonably determined by the Calculation Agent, using the bid price for purchases and offer price for sales for a term equivalent to the remaining term of the Notes. The 0.50% coupon is to support the Program Fees associated with the Bond Account. On the Issue Date, it is anticipated that all assets comprising the Portfolio will be allocated to the Fund Account with no assets used to make a purchase in the Bond Account.

Following the Issue Date, the notional assets comprising the Portfolio will be allocated between the Fund Account and the Bond Account according to the Asset Allocation Calculation and cash accumulated in the Fund

Account may be used for purchases of Units or Bonds. See “Description of the Notes — Asset Allocation and the Asset Allocation Calculation.”

### ***The Principal Repayment Account***

The Principal Repayment Account will be credited with an amount equal to 1.25% of the Fund Account Value, if any, determined as of the close of business on each Quarterly Partial Principal Repayment Determination Date. Quarterly Partial Principal Repayments, if any, will be paid on the Notes on the next following Quarterly Partial Principal Repayment Date in an amount per Note equal to the Principal Repayment Account Value as of the relevant Quarterly Partial Principal Repayment Date. Upon payment of any Quarterly Partial Principal Repayment on the Notes, the aggregate amount of such payment will be deducted from the Principal Repayment Account. All Distributions, if any, together with any Special Distributions on Units in the Fund Account on the relevant record date(s), will be notionally paid in kind to the Fund Account as of the applicable payment date via a notional distribution reinvestment program. Program Fees and Loan interest will not be deducted from the Principal Repayment Account. The Quarterly Partial Principal Repayment of 1.25% of the Fund Account Value, if any, is equal to an annual principal repayment of 5% of the Fund Account Value. In certain circumstances, including an Extraordinary Event or a Protection Event, the Fund Account Value could be zero, with the result that no Quarterly Partial Principal Repayments would be paid. Payment of the Quarterly Partial Principal Repayments will require liquidation of assets in the Fund Account equal to 5% calculated on a quarterly basis before giving effect to any liquidation required to pay the portion of the Program Fee that is calculated on the value of the Fund Account. The Funds have no regular distributions.

### ***The Loan***

At inception, the Loan will be drawn down \$5 per Note. The amount of the notional Loan outstanding at any time will vary, and will be increased or decreased according to the value of the Fund Account, changes in the Bond Account, interest payments and other fees payable. Interest on the Loan will be calculated at a rate equal to the one-month Bankers' Acceptance Rate plus 0.25% per annum accrued daily and paid monthly at the then prevailing rate. If the Distance rises above 23%, the amount of outstanding Loan may be drawn down (up to a maximum of \$105.00 per Note) to allow for the acquisition of additional Units at the then prevailing net asset value per Unit. If the Distance falls below 15%, the amount of any outstanding Loan may be repaid and the proceeds used to purchase Bonds. See “Description of the Notes — Asset Allocation and the Asset Allocation Calculation”.

## **Asset Allocation and the Asset Allocation Calculation**

### ***General***

Subject to the occurrence of a Market Disruption Event or an Extraordinary Event, the Calculation Agent will allocate assets of the Portfolio between the Fund Account and the Bond Account according to the Asset Allocation Calculation. The Asset Allocation Calculation has been designed to protect the Principal Amount of the Notes. For example, if a Protection Event occurs, all Units in the Fund Account will be redeemed at the then prevailing net asset values per Unit and the proceeds will be used to purchase Bonds such that the value of the Bond Account at the Maturity Date is at least equal to the Principal Outstanding per Note. The Asset Allocation Calculation has also been designed to allocate assets between the Bond Account and Fund Account such that the Distance, at any time, will be maintained between 23% and 15%. The occurrence of an Allocation Event on any Business Day triggers the application of the Asset Allocation Calculation.

The Calculation Agent will be required to monitor the Distance and, subject to any adjustments to calculations as a result of the occurrence of a Market Disruption Event, a Protection Event or an Extraordinary Event, will administer the allocation of the Portfolio in accordance with the Asset Allocation Calculation through a purchase or redemption of notional Units in accordance with the Weightings at the then prevailing net asset values per Unit, a purchase or sale of notional Bonds, and a drawdown or repayment of the Loan.

Within 8 Business Days of the Issue Date it is anticipated that the full amount of the Net Proceeds from the issuance of the Notes of \$95.00 per Note, which is the Principal Amount less the Selling Agent's fees, plus an amount equal to \$5.00 per Note of the Loan, will be allocated to the purchase of Units for the Fund Account in

accordance with the Weightings at the then prevailing net asset values per Unit. It is anticipated that no Bonds will be purchased initially.

### *Leveraging Events*

If the Distance rises above 23%, a Leveraging Event occurs. This may occur for a number of reasons including, without limitation, an increase in the value of the Units or a decrease in the price of the Bonds beyond certain thresholds. Once a Leveraging Event occurs, the Calculation Agent, acting with reasonable promptness, will as necessary, sell any Bonds from the Bond Account (if there are any such Bonds) and thereafter, draw down the amount of the Loan (to a maximum of \$105.00 per Note) and apply the proceeds of such Loan and the proceeds from the sale of the Bonds to purchase additional Units in accordance with the Weightings at the then prevailing net asset values per Unit such that the Distance is approximately 19% after these actions. This will increase the assets in the Fund Account, decrease the assets in the Bond Account and increase the amount of the Loan outstanding.

### *De-Leveraging Events*

A De-Leveraging Event occurs if the Distance falls below 15%. This may occur for a number of reasons including, without limitation, a decrease in the values of the Units or an increase of the price of the Bonds beyond certain thresholds. Once a De-Leveraging Event occurs, the Calculation Agent, acting with reasonable promptness, will redeem Units in accordance with the Weightings decreasing the Fund Account Value at the then prevailing net asset values per Unit and apply the proceeds, first to reduce any Loan outstanding and any accrued and unpaid interest thereon, and second, as to any proceeds remaining, to purchase Bonds such that the Distance is approximately 19% after such notional actions. This will increase the assets in the Bond Account, decrease the assets in the Fund Account and decrease the amount of the Loan outstanding.

### *Protection Events*

If the NAV reaches or falls below \$1.50 above the Floor per Note, a Protection Event occurs and all Units in the Fund Account will be redeemed at the then prevailing net asset values per Unit and the proceeds applied first to repay the outstanding Loan and accrued and unpaid interest and accrued and unpaid Program Fees, and second to the purchase of Bonds such that, on the Maturity Date, the value of the Bonds therein is expected to equal at least the Principal Outstanding per Note, with the Bank assuming the risk for any shortfall. In addition, all cash in the Principal Repayment Account will be paid to Investors on the next following Quarterly Partial Principal Repayment Date (or if a Quarterly Partial Principal Repayment Date does not occur prior to maturity, on the Maturity Date), following which no further Quarterly Partial Principal Repayments will be paid for the remainder of the term of the Notes. Investors are, in all events, entitled to receive the Principal Outstanding in respect of each Note held at the Maturity Date. After a Protection Event occurs, the assets comprising the Portfolio will remain in the Bond Account until the Maturity Date regardless of the subsequent performance of the Units. In this case, the Variable Return per Note payable on the Maturity Date, if any, will be the amount by which the aggregate par value of the Bonds (pro-rated per Note) exceeds \$100. If a Protection Event occurs, the possibility of receiving more than the Principal Outstanding per Note on the Maturity Date is significantly reduced. In this case, Investors may have only the Principal Outstanding of their Notes returned to them on the Maturity Date.

### *Illustrative Examples*

#### *General*

The illustrative examples set out below demonstrate how the Asset Allocation Calculation is performed on the Notes under both positive and negative performance scenarios. **These examples are for illustrative purposes only and are not to be construed as a forecast or estimate of the anticipated performance of the Notes or the Units or the Fund Account. For simplicity in these examples, it is assumed that interest rates remain constant.** The hypothetical fluctuations in the value of the Units in the Fund Account are used for illustration purposes only. Accordingly, the hypothetical performance of the Units are not estimates or forecasts of future values of the Units for the periods set out below. The following examples assume the Investor has purchased a single Note.

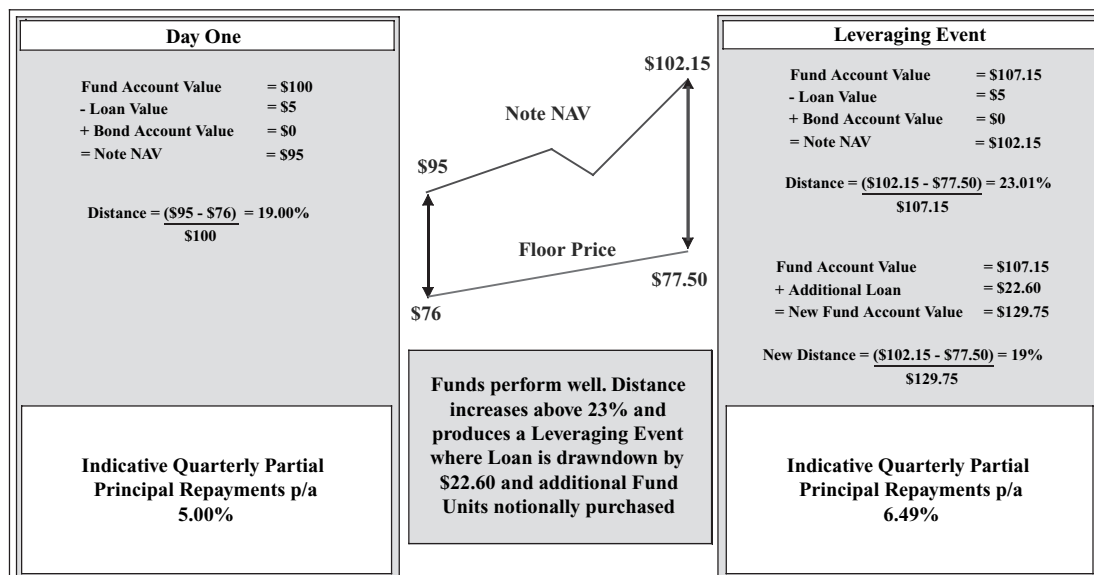
Investors should note that, although Variable Return which, in turn affects the Maturity Payment Amount, is linked to the performance of the Portfolio, the amount, if any, of the Variable Return (and, as a result the Maturity Payment Amount) will depend upon the timing and extent of the increase and decrease in the net asset values of the Units over the term to the Maturity Date. Specifically:

- the performance of the Portfolio is dependant upon the Asset Allocation Calculation, which may be delayed due to the occurrence of a Market Disruption Event;
- upon the occurrence of a Leveraging Event, the Portfolio will be re-balanced by the purchase of additional Units in accordance with the Weightings at the then prevailing net asset values per Unit using proceeds from the Loan (up to a maximum amount of \$105.00 per Note) or the sale of any notional Bonds in the Bond Account;
- there is no theoretical maximum Variable Return payable on the Notes and the Asset Allocation Calculation using leverage and Distribution reinvestment creates the opportunity for enhanced returns on the Notes, except the federal laws of Canada precludes the charging of interest or other amounts for the advancing of credit at effective rates in excess of 60% per annum;
- the Asset Allocation Calculation provides for the occurrence of a Leveraging Event if the Distance rises above 23% and a De-Leveraging Event if the Distance falls below 15%;
- upon the occurrence of a De-Leveraging Event, the Portfolio will be re-balanced with proceeds from the redemption of notional Units in accordance with the Weightings at the then prevailing net asset values per Unit by paying down a portion of the Loan or the purchase of Bonds;
- a Protection Event will occur if the NAV reaches or falls below \$1.50 per Note above the Floor, in which case the Portfolio will be fully invested in Bonds until the Maturity Date and the Investor will not participate in any subsequent performance (positive or negative) of the Units, with the result that it is possible that no Variable Return may be paid on the Notes;
- it is very unlikely that investing in the Notes will offer the same return as a direct investment in the Units; and
- the Principal Outstanding per Note will be payable by the Bank on the Maturity Date regardless of the performance of the Units with the result that, in all events, Investors will receive at least the Original Principal Amount (\$100 per Note) if held until maturity.

#### *Positive Performance — Leveraging Event*

The illustration below shows the occurrence of a Leveraging Event pursuant to the Asset Allocation Calculation. A Leveraging Event will occur if the Distance rises above 23% and a De-Leveraging Event will occur if the Distance falls below 15%. In this case, a Leveraging Event will require the purchase of additional notional Units in accordance with the Weightings increasing the Fund Account Value on the basis described herein to re-balance the Portfolio such that the Distance is approximately 19% using proceeds of the Loan (up to a maximum amount of \$105.00 per Note). Variable Return payable on the Maturity Date would be the amount by which the pro rata value of the Portfolio exceeds the Principal Amount of the Notes. In the example below, NAV of the Notes increases from \$95 to \$102.15 while the cost of the Floor increases from \$76.00 to \$77.50, resulting in the Distance increasing to 23.01%. This produces a Leveraging Event, where the Loan is drawn down by an additional \$22.60 which is used to purchase additional Units in the Fund Account in accordance with the Weightings, increasing its value to \$129.75, and returning the Distance to 19%.

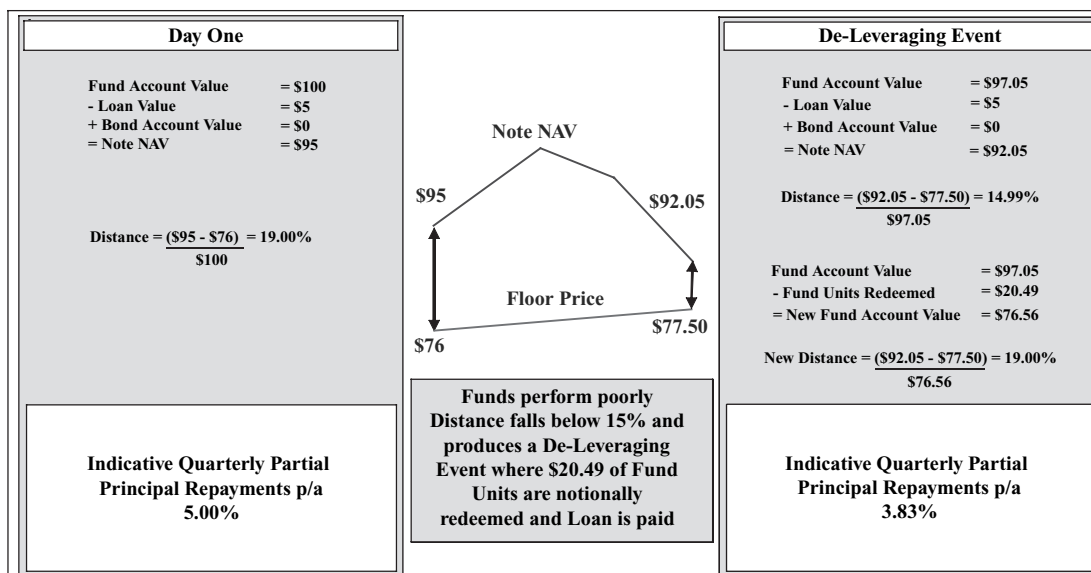
## Leveraging Event



### Negative Performance — De-Leveraging Event

The illustration below shows the occurrence of a De-Leveraging Event where the value of the Units has declined from the Issue Date. In this case, Units would be redeemed in accordance with the Weightings at the then prevailing net asset values per Unit and the Loan would be paid down, returning the Distance to approximately 19%. The NAV of the Notes decreases from \$95.00 to \$92.05 while the cost of the Floor increases from \$76.00 to \$77.50, resulting in the Distance decreasing to 14.99%. This produces a De-Leveraging Event, where \$20.49 worth of Units are redeemed in accordance with the Weightings and the proceeds are used to pay down the Loan, returning the Distance to 19%. Once the Loan is paid down completely, any remaining proceeds are used to purchase Bonds in the Bond Account.

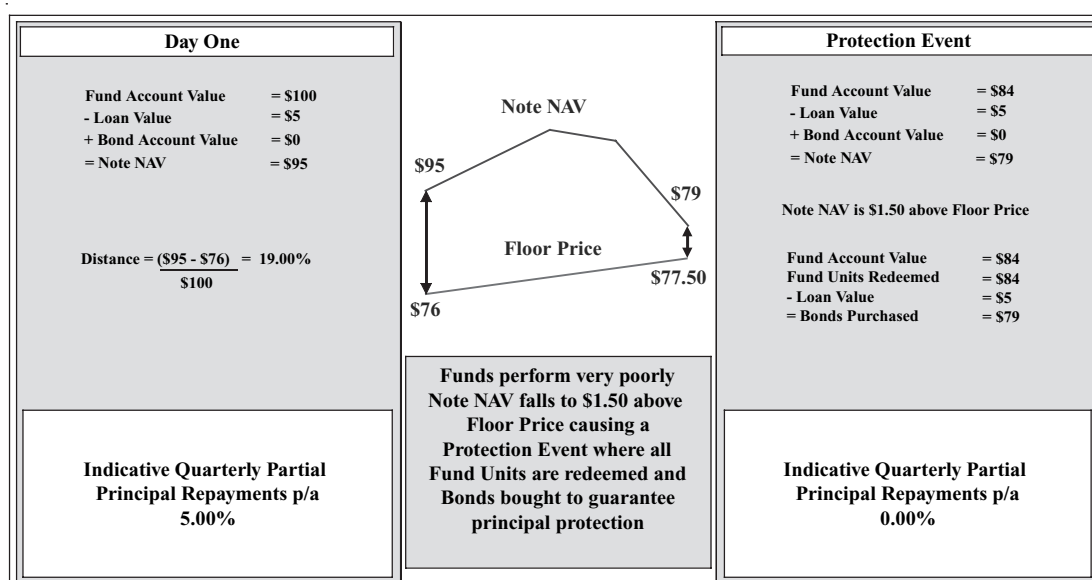
## De-Leveraging Event



### Protection Event

As the illustration below shows, a Protection Event would occur if the NAV reaches or falls below \$1.50 per Note above the Floor, at which time the Portfolio would be entirely invested in Bonds. Following a Protection Event, the Portfolio will remain entirely in Bonds until the Maturity Date regardless of the subsequent performance of the Units. In this case, the Variable Return per Note payable on the Maturity Date, if any, will be the amount by which the aggregate par value of the Bonds (pro-rated per Note) exceeds \$100. If a Protection Event occurs, the possibility of receiving more than the Principal Outstanding per Note on the Maturity Date is significantly reduced and the Investors will not receive any Quarterly Partial Principal Repayments during the remainder of the term of the Notes. In this case, Investors may only have the Principal Outstanding of their Notes returned to them on the Maturity Date. In the example below, the NAV of the Notes decreases from \$95.00 to \$79.00 and the cost of the Floor increases from \$76.00 to \$77.50, resulting in the NAV decreasing to \$1.50 above the Floor. This produces a Protection Event, where all Units reflected in the Fund Account are notionally redeemed, the Loan is paid down and the remaining proceeds are used to purchase Bonds in the Bond Account.

### Protection Event



### Special Circumstances

During the term of the Notes, certain events affecting the Notes and the Units may occur. Following the occurrence of any such event, the Calculation Agent may be required to make decisions with respect to the Notes relating to the payment and/or calculation of Variable Return, if any, and the valuation of the Units in the Fund Account. In connection with the foregoing, the Calculation Agent will make its calculations and determinations in good faith and using commercially reasonable procedures in order to produce a commercially reasonable result; provided, however, that absent manifest error, all of the Calculation Agent's calculations and determinations will be final and binding on Investors, without any liability on the part of the Bank, the Calculation Agent or the Selling Agent, and Investors will not be entitled to any compensation from the Bank, the Calculation Agent or the Selling Agent for any loss suffered as a result of any of the Calculation Agent's calculations or determinations. See "Risk Factors".

### Market Disruption Event

If the Calculation Agent determines that a Market Disruption Event in respect of the Units has occurred or is continuing on any date, then the determination of whether any Allocation Event that would otherwise have occurred on such date will be postponed to the next Business Day on which there is no Market Disruption Event

in effect, using then prevailing net asset value per Unit for the notional Units. Accordingly, the determination of whether a Leveraging Event, a De-Leveraging Event or a Protection Event has occurred will be postponed until such date and the Calculation Agent will not be required to take any action with respect to any notional sales, redemptions or purchases of Units or Bonds, any drawdowns or repayments of the Loan or any receipts or reinvestments of Distributions until such date, if at all, based upon the then prevailing net asset value per Unit.

If, on the eighth Business Day following the date on which a Market Disruption Event first occurred, such Market Disruption Event continues in effect then, notwithstanding the occurrence of any Market Disruption Event on or after such eighth Business Day, the Calculation Agent may, in its sole discretion, determine the net asset values per Unit as of such eighth Business Day using the Calculation Agent's good faith estimate, following consultation with the Fund Manager, without any liability on the part of the Calculation Agent, of such net asset values per Unit on such eighth Business Day and taking into account all market circumstances considered by the Calculation Agent to be relevant, acting reasonably. In such circumstances, the Calculation Agent may, in its discretion using the Asset Allocation Calculation, make any adjustments to the Portfolio to account for the occurrence of a Leveraging Event, De-Leveraging Event or Protection Event, based on such market values. Alternatively, if a Market Disruption Event continues in effect for a period of 8 consecutive Business Days, the Calculation Agent may designate that event as an Extraordinary Event, with the consequences described under "Description of the Notes — Special Circumstances — Extraordinary Event".

Subject to the occurrence of a Market Disruption Event, payment of the Maturity Payment Amount is expected to occur on the Maturity Date. If a Market Disruption Event occurs and is resolved by the fifteenth Business Day before the Maturity Date, payment of the Maturity Payment Amount will occur on the Maturity Date. If a Market Disruption Event occurs and is not resolved by the fifteenth Business Day before the Maturity Date, payment of the Principal Outstanding will occur on the Maturity Date, and payment of the Variable Return, if any, will occur as soon as practicable following resolution of the Market Disruption Event and, in any event, no later than 180 days after the Maturity Date. If the Market Disruption Event is not resolved by the 175<sup>th</sup> day after the Maturity Date, the Calculation Agent shall, in its sole discretion, following consultation with the Fund Manager, determine the net asset values per Unit as of the Business Day immediately preceding such date using the Calculation Agent's good faith estimate, without any liability on the part of the Calculation Agent, of the net asset values per Unit on such Business Day and taking into account all market circumstances considered by the Calculation Agent to be relevant, acting reasonably, and calculate and pay the Variable Return, if any, utilizing such net asset values per Unit.

#### *Adjustments Due to Material Changes*

If, during the term of the Notes, there is a Replacement Event in respect of the Units of either Fund, then the Calculation Agent may, in its sole discretion, notionally redeem the Units of the relevant Fund at the then prevailing net asset value per Unit and use the notional proceeds realized to notionally purchase securities of a substantially similar investment fund, determined in the sole discretion of the Calculation Agent (the "Replacement Fund"). If so, the relevant securities of the Replacement Fund shall replace the Units of the relevant Fund in the Portfolio as of the date of such selection. Upon any such replacement, the relevant securities of the Replacement Fund shall be deemed to be the Units of the affected Fund for purposes of determining the Variable Return, if any, and the Calculation Agent shall, as soon as practicable after such Replacement Event, make adjustments to any one or more components of the Asset Allocation Calculation, or any other component or variable relevant to the determination of Variable Return. Adjustments will be made in such a way as the Calculation Agent, in its sole discretion, determines appropriate to account, in the calculation of Variable Return, for the performance of the relevant Units up to the occurrence of such Replacement Event and the subsequent performance of the relevant securities of the Replacement Fund in replacement thereof thereafter. Upon any Replacement Event and the making of any such adjustment, the Calculation Agent shall promptly give notice and brief details to Investors. If the Calculation Agent determines, in its sole discretion, that no appropriate securities may be purchased after the liquidation from the Fund Account of the Units, the Calculation Agent may declare such event to be an Extraordinary Event. See "Description of the Notes — Special Circumstances — Extraordinary Event".

In circumstances where a Replacement Event occurs but there is no market for the Units of the relevant Fund (due, for example, to a suspension of redemptions or any other Market Disruption Event), the Calculation

Agent may, in its sole discretion, depending on the nature of the reasons giving rise to the Replacement Event, elect to continue to hold the Units in the Fund Account or to liquidate the Units at then prevailing net asset values per Unit once the Units become liquid again and utilize the proceeds to acquire the relevant securities of the Replacement Fund at then prevailing net asset value per security. In circumstances where a Replacement Event occurs, but there is no market for the Units such that the Calculation Agent expects that the Units may not be liquidated from the Fund Account for the remainder of the term of the Notes, the Calculation Agent will make commercially reasonable estimates of the net asset value of the Units in order to effect the Asset Allocation Calculation, from time to time, and to calculate the Variable Return, if any.

### *Extraordinary Event*

If an Extraordinary Event occurs, the Calculation Agent may determine that the Notes will no longer have exposure to the Units, the Loan will be repaid and the Portfolio may consist only of Bonds until the Maturity Date. Upon such determination by the Calculation Agent, the Loan will be repaid, and no further Variable Return will be earned on the Notes, even though the Units may earn a positive return following the occurrence of an Extraordinary Event. In addition, all cash in the Principal Repayment Account will be paid to Investors on the next following Quarterly Partial Principal Repayment Date (or if a Quarterly Partial Principal Repayment Date does not occur prior to maturity, on the Maturity Date), following which no further Quarterly Partial Principal Repayments will be paid for the remainder of the term of the Notes. At the sole discretion of the Calculation Agent, if the circumstances giving rise to the Extraordinary Event no longer exist or are determined by the Calculation Agent to have been adequately resolved, the Calculation Agent may, but is not required to, reallocate the assets of the Portfolio according to the Asset Allocation Calculation. **If an Extraordinary Event occurs, the possibility of an Investor receiving any Variable Return at the Maturity Date may be significantly reduced.** Following the occurrence of an Extraordinary Event, an Investor would continue to be able to sell a Note in accordance with the terms of, and subject to the restrictions of, any secondary market then offered by the Selling Agent. See “Description of the Notes — Secondary Trading”.

For the avoidance of doubt, if an Extraordinary Event occurs, neither payment of the Variable Return, if any, or payment of the Principal Outstanding per Note will be accelerated.

### **Secondary Trading**

**There is currently no market through which the Notes may be sold.** There can be no assurance that a secondary market for the Notes will develop or, if such market does develop, that it will be sustained or liquid. The Notes will not be listed on any stock exchange. The Selling Agent intends to use reasonable efforts to initiate and maintain a secondary market for the Notes, but reserves the right not to do so in the future in its sole discretion, without providing prior notice to the Investors. These efforts will consist of posting a daily Bid Price determined by the Selling Agent through the FundSERV network for the Notes. The Selling Agent may, for any reason, elect not to purchase Notes from any particular Investor. Each sale of a Note to the Selling Agent will be effected at a price equal to: (i) the Bid Price for the Note; minus (ii) any applicable Early Trading Charge. See “Description of the Deposit Notes — Early Trading Charge”. This will be the secondary market price. See “FundSERV” for details regarding secondary trading where the Notes are held through participants in the FundSERV network.

The Principal Outstanding of a Note is repaid by the Bank only at the Maturity Date. There is no assurance that any premium that may have been paid by an Investor having purchased Notes in the secondary market will be recouped. The price that the Selling Agent will pay to an Investor for a Note prior to the Maturity Date will be determined by the Selling Agent, acting in its sole discretion, and will be based on, among other things: (i) how much the value of the assets in the Portfolio have risen or fallen since the Issue Date; (ii) the fact that assets in the Portfolio will be reallocated from time to time between the Fund Account and the Bond Account during the term of the Notes; and (iii) a number of other interrelated factors including, without limitation, volatility of the value of the notional assets in the Portfolio, prevailing interest rates and the time remaining to the Maturity Date. The relationship among these factors is complex and may also be influenced by various political, economic and other factors that can affect the trading price of a Note. In particular, Investors should realize that the secondary market price for the Notes: (i) may not rise and fall with changes in the net asset values per Unit; and (ii) may be substantially affected by changes in current interest rates independent of

performance of the notional assets in the Portfolio. Investors may wish to consult their investment advisors concerning whether it would be more appropriate in the circumstances at any time to sell or to hold their Notes until the Maturity Date. An Investor will not be able to redeem Notes prior to the Maturity Date.

While the Selling Agent will use reasonable efforts, the Selling Agent is under no obligation to facilitate or arrange for such a secondary market, and such secondary market, when commenced, may be suspended at any time at the sole discretion of the Selling Agent, without notice. If there is no secondary market, an Investor will not be able to sell its Notes. The Notes are intended to be instruments held to the Maturity Date. **The Original Principal Amount of a Note is guaranteed to be repaid only if the Note is held to the Maturity Date.**

If an Investor sells Notes prior to maturity, the Investor may have to do so at a discount from the Principal Outstanding even if the performance of the Units has been positive and, as a result, the Investor may suffer losses. See “Risk Factors — Liquidity Risk and Secondary Market”.

An Investor will not be able to redeem Notes prior to the Maturity Date.

### **Early Trading Charge**

A sale of the Notes prior to the Maturity Date may be subject to the Early Trading Charge. If a Note is sold to the Selling Agent within the first three years following the Issue Date, the proceeds from the sale of the Note will be reduced by an Early Trading Charge expressed as a percentage of the Original Principal Amount of the Note as follows:

<u>If Sold Within</u>	<u>Early Trading Charge</u>
1 year	6.50%
2 years	4.50%
3 years	2.00%
Thereafter	Nil

An Investor should understand that any valuation price for the Notes appearing on its investment account statement, as well as any Bid Price quoted to the Investor to sell Notes prior to the Maturity Date, will be before the application of any applicable Early Trading Charge. An Investor wishing to sell Notes prior to the Maturity Date should consult its investment advisor about whether an Early Trading Charge is payable, if so, how much it will be.

The Notes are generally not suitable for an investor who requires liquidity prior to the Maturity Date. An Investor should consult his or her investment advisor as to whether it would be more favourable in the circumstances at any time, to sell Notes (assuming the availability of a secondary market) or to hold the Notes until the Maturity Date. An Investor should also consult his or her tax advisor as to the income tax consequences arising from a sale prior to the Maturity Date as compared to holding the Note until the Maturity Date. See “Certain Canadian Federal Income Tax Considerations”.

The Selling Agent and/or any of its affiliates may, at any time, subject to the applicable laws, purchase Notes at any price in the open market or by private agreement.

### **Rank; No Deposit Insurance**

The Notes will constitute direct unconditional obligations of the Bank. The Notes will be issued on an unsubordinated basis and will rank *pari passu*, as among themselves and with all other outstanding, direct, unsecured and unsubordinated, present and future obligations (except as otherwise prescribed by law) of the Bank, and will be payable rateably without any preference or priority. **The Notes will not be insured under the Canada Deposit Insurance Corporation Act or any other deposit insurance regime.**

### **Credit Rating**

**The Notes have not been rated.** As of the date of this Information Statement, the deposit liabilities of the Bank with a term to maturity of more than one year are rated AA by DBRS, AA– by S&P, AA– by Fitch and

Aa1 by Moody's. There can be no assurance that, if the Notes were specifically rated by these rating agencies, they would have the same rating as the other deposit liabilities of the Bank. **A rating is not a recommendation to buy, sell or hold investments, and may be subject to revision or withdrawal at any time by the relevant rating agency.**

### **Settlement of Payments**

The Bank will be required to make available to CDS, no later than 10:00 a.m. (Toronto time) on the Maturity Date, funds in an amount sufficient to pay the amounts due under the Notes. Payment of the Variable Return, if any, may be delayed in certain circumstances. See "Deferred Payment" and "Description of the Notes — Market Disruption Event".

All amounts payable in respect of the Notes will be made available by the Bank through CDS or its nominee. CDS or its nominee will, upon receipt of any such amount, facilitate payment to the applicable CDS Participants or credit the account of such CDS Participants, in amounts proportionate to their respective interests as shown on the records of CDS.

The Bank expects that payments by CDS Participants to Investors will be governed by standing instructions and customary practices, as is the case with securities or instruments held for the accounts of customers in bearer form or registered in street name, and will be the responsibility of such CDS Participants. The responsibility and liability of the Bank in respect of Notes represented by a Global Note is limited to making payment of the amounts due in respect of the Global Note to CDS or its nominee. Neither the Bank nor any of its affiliates will have any responsibility or liability for any aspect of the records relating to or payments made on account of ownership of the Notes represented by the Global Note or for maintaining, supervising or reviewing records relating to any such ownership.

The Bank retains the right, as a condition to payment of amounts at the Maturity Date, to require the surrender for cancellation of any certificate evidencing the Notes.

Neither the Bank nor CDS will be bound to recognize the execution of any trust affecting the ownership of any Note or be affected by notice of any equity that may be subsisting with respect to any Note.

### **Deferred Payment**

Federal laws of Canada preclude the charging of interest or other amounts for the advancing of credit at effective rates in excess of 60% per annum. When any payment is to be made by the Bank to an Investor at the Maturity Date, payment of a portion of such payment constituting a Variable Return that would exceed 60% per annum may be deferred to ensure compliance with such laws. In addition, the Bank may withhold a portion of any payment to an Investor that the Bank is legally able or required to withhold. The Bank will pay the portion so deferred to the Investor together with interest at the Bank's equivalent term deposit rate as soon as Canadian law permits.

### **Form of the Notes**

#### ***General***

Each Note will be represented by a global Note representing the entire issuance of Notes. The Bank will issue Notes evidenced by certificates in definitive form to a particular Investor only in limited circumstances.

#### ***Global Note***

The Bank will issue the registered Notes in a form of a fully registered global Note that will be deposited with a depository (initially being CDS) and registered in the name of such depository or its nominee in a denomination equal to the aggregate Principal Amount of the Notes. Unless and until it is exchanged in whole for Notes in definitive registered form, the registered global Note may not be transferred except as a whole by and among the depository, its nominee or any successors of such depository or nominee.

The Bank anticipates that the following provisions will apply to all arrangements in respect of a depository.

Ownership of beneficial interests in a global Note will be limited to persons, called participants, that have accounts with the relevant depository or persons that may hold interests through participants. Upon the issuance of a registered global Note, the depository will credit, on its book-entry registration and transfer system, the participants' accounts with the respective Original Principal Amounts of the Notes beneficially owned by the participants. Any dealers participating in the distribution of the Notes will designate the accounts to be credited. Ownership of beneficial interests in a registered global Note will be shown on, and the transfer of ownership interests will be effected only through, records maintained by the depository, with respect to interests of participants, and on the records of participants, with respect to interests of persons holding through participants.

So long as the depository, or its nominee, is the registered owner of a registered global Note, that depository or its nominee, as the case may be, will be considered the sole owner or Investor of the Notes represented by the registered global Note for all purposes. Except as described below, owners of beneficial interests in a registered global Note will not be entitled to have the Notes represented by the registered global Note registered in their names, will not receive or be entitled to receive physical delivery of the Notes in definitive form and will not be considered the owners or Investors of Notes. Accordingly, each person owning a beneficial interest in a registered global Note must rely on the procedures of the depository for that registered global Note and, if that person is not a participant, on the procedures of the participant through which the person owns its interest, to exercise any rights of an Investor. The Bank understands that under existing industry practices, if the Bank requests any action of Investors or if an owner of a beneficial interest in a registered global Note desires to give or take any action that an Investor is entitled to give or take in respect of the Notes, the depository for the registered global Note would authorize the participants holding the relevant beneficial interests to give or take that action, and the participants would authorize beneficial owners owning through them to give or take that action or would otherwise act upon the instructions of beneficial owners holding through them.

Payments on the Notes represented by a registered global Note registered in the name of a depository or its nominee will be made to the depository or its nominee, as the case may be, as the registered owner of the registered global Note. The Bank will not have any responsibility or liability for any aspect of the records relating to payments made on account of beneficial ownership interests in the registered global Note or for maintaining, supervising or reviewing any records relating to those beneficial ownership interests.

The Bank expects that the depository for any of the Notes represented by a registered global Note, upon receipt of any payment on the Notes, will immediately credit participants' accounts in amounts proportionate to their respective beneficial interests in that registered global Note as shown on the records of the depository. The Bank also expects that payments by participants to owners of beneficial interests in a registered global Note held through participants will be governed by standing customer instructions and customary practices, as is now the case with the securities held for the accounts of customers in bearer form or registered in street name, and will be the responsibility of those participants.

#### *Definitive Notes*

If the depository for any of the Notes represented by a registered global Note is at any time unwilling or unable to continue to properly discharge its responsibilities as depository, and a successor depository is not appointed by the Bank within 90 days, the Bank will issue Notes in definitive form in exchange for the registered global Note that had been held by the depository.

In addition, the Bank may at any time and in its sole discretion decide not to have any of the Notes represented by one or more registered global Notes. If the Bank makes that decision, the Bank will issue Notes in definitive form in exchange for all of the registered global Notes representing the Notes.

Except in the circumstances described above, beneficial owners of the Notes will not be entitled to have any portions of such Notes registered in their name, will not receive or be entitled to receive physical delivery of the Notes in certificated, definitive form and will not be considered the owners or Investor of a global Note.

Any Notes issued in definitive form in exchange for a registered global Note will be registered in the name or names that the depository gives to the Bank or its agent, as the case may be. It is expected that the depository's instructions will be based upon directions received by the depository from participants with respect to ownership of beneficial interests in the registered global Note that had been held by the depository.

The text of any Notes issued in definitive form will contain such provisions as the Bank may deem necessary or advisable. The Bank will keep or cause to be kept a register in which will be recorded registrations and transfers of Notes in definitive form if issued. Such register will be kept at the offices of the Bank, or at such other offices notified by the Bank to Investors.

No transfer of a definitive Note will be valid unless made at such offices upon surrender of the certificate in definitive form for cancellation with a written instrument of transfer in form and as to execution satisfactory to the Bank or its agent, and upon compliance with such reasonable conditions as may be required by the Bank or its agent and with any requirement imposed by law, and entered on the register.

Payments on a definitive Note will be made by cheque mailed to the applicable registered Investor at the address of the Investor appearing in the aforementioned register in which registrations and transfers of Notes are to be recorded or, if requested in writing by the Investor at least five Business Days before the date of the payment and agreed to by the Bank, by electronic funds transfer to a bank account nominated by the Investor with a bank in Canada. Payment under any definitive Note is conditional upon the Investor first delivering the Note to the Bank which reserves the right, in the case of payment of Variable Return and the Principal Outstanding under the Note in full, to retain the Note and mark the Note as cancelled.

### **Dealings in Units**

The Bank and its affiliates may from time to time, in the course of its normal business operations, hold Units or other securities of the Funds or interests linked to the Units or such securities. The Bank and its affiliates may deal in the Units and other securities of the Funds and may, where permitted, accept deposits from, make loans or otherwise extend credit to, and generally engage in any kind of commercial or investment banking or other business with the Funds, the Fund Manager and/or any issuer the securities of which may, from time to time, be held by the Funds or any other person or entity having obligations relating to such issuer and may engage in proprietary trading in the Units, other securities of the Funds or the securities of any issuer represented, from time to time, in the Funds or in options, futures or derivatives relating to the securities (including such trading as the Bank may deem appropriate, in its discretion, to hedge any risk in connection with the Notes) and may act with respect thereto in the same manner as it would if the Notes did not exist, regardless of whether any such action may have an adverse effect on the net asset values of the Units and thus the Variable Return, if any, payable in respect of the Notes. The Bank and its affiliates may, whether by virtue of the relationships described above or otherwise, from time to time be in possession of information in relation to the Funds or any issuer represented, from time to time, in the Funds, that may not be publicly available or known to Investors, and the Notes do not create an obligation on the part of the Bank or its affiliates to disclose to Investors such relationship or information (whether or not confidential).

### **Notification**

All notices to Investors regarding the Notes will be valid and effective: (i) if such notices are given (which notice may be given by wire or fax) to the applicable depository (initially being CDS) and its relevant participants; or (ii) in the case where the Notes are directly registered in the Investors' names and issued in definitive form, if such notices are mailed or otherwise delivered to the registered addresses of the Investors; provided, however, that any required notice of an Extraordinary Event or Market Disruption Event will also be published in the Toronto and national editions of a major daily English language Canadian newspaper with national circulation and in a daily French language newspaper of general circulation in Montreal.

### **Amendments to the Notes**

The terms of the Notes may be amended without the consent of the Investors by the Bank if, in the reasonable opinion of the Bank, the amendment would not materially and adversely affect the interests of the Investors. In other cases, the terms of the Notes may be amended if the Bank proposes the amendment and if the amendment is approved by a resolution passed by the favourable votes of the Investors holding not less than 66 $\frac{2}{3}$ % of the Principal Outstanding of the Notes represented at a meeting convened for the purpose of considering the resolution. The quorum for a meeting of Investors is at least two Investors represented in person or by proxy holding at least 10% of the Principal Outstanding of the Notes outstanding. If a quorum is not present at a meeting within 30 minutes after the time fixed for the meeting, the meeting will be adjourned to another day, not less than 10 days or more than 21 days later, selected by the Bank and notice will be given to the Investors of such adjourned meeting. The Investors present at the adjourned meeting will constitute a quorum. Each Investor is entitled to one vote per Note held by such Investor for the purposes of voting at meetings.

The Notes do not carry the right to vote in any other circumstances.

### **Investors' Right of Rescission**

A person may rescind any order to buy a Note (or its purchase if issued) within 48 hours of the earlier of actual receipt and deemed receipt of the Information Statement. Upon rescission, the person is entitled to a refund of the Principal Amount. This rescission right does not extend to Investors buying a Note in the secondary market. A person will be deemed to have received the Information Statement: (i) on the day recorded as the time of sending by the server or other electronic means, if provided by electronic means; (ii) on the day recorded as the time of sending by fax, if provided by fax; (iii) five days after the postmark date, if provided by mail, and (iv) when it is received, in any other case.

## **THE FUNDS**

*The following information with respect to the Canadian Fund and the Global Fund has been provided to the Bank by the Fund Manager.*

### **The Canadian Fund**

#### *Investment Objectives*

The Canadian Fund seeks long-term capital appreciation primarily through investments in common shares and other equity securities of established Canadian issuers.

The fundamental investment objective of the Canadian Fund cannot be changed without the approval of a majority of the investors who own units in the Fund.

#### *Investment Strategies*

The Canadian Fund's adviser attempts to buy the best economic value in the market regardless of what sector the issuer operates in. Research efforts are directed to identifying stocks that are undervalued in relation to the asset value or earnings power of the issuer. If earnings fall short of expectations, the intrinsic value of the underlying assets of the issuer will provide important downside protection. The investment portfolio of the Canadian Fund endeavours to display a price-to-earnings ratio and price-to-book ratio that are well below market averages.

The Canadian Fund does not intend to invest in foreign securities at this time.

#### *What are the Risks of Investing in the Canadian Fund?*

Most of the Canadian Fund's assets will be invested in common shares and other equity securities. The Canadian Fund will therefore be subject to stock market risk. The Canadian Fund will also be subject to class risk. These risks are described in the simplified prospectus of the Canadian Fund, which Investors may obtain at [www.beutel-can.com](http://www.beutel-can.com).

#### *Who Should Invest in Canadian Fund?*

The Canadian Fund is appropriate for investors seeking long-term capital growth with a moderate to high risk tolerance and a long-term investment horizon.

#### *Distribution Policy*

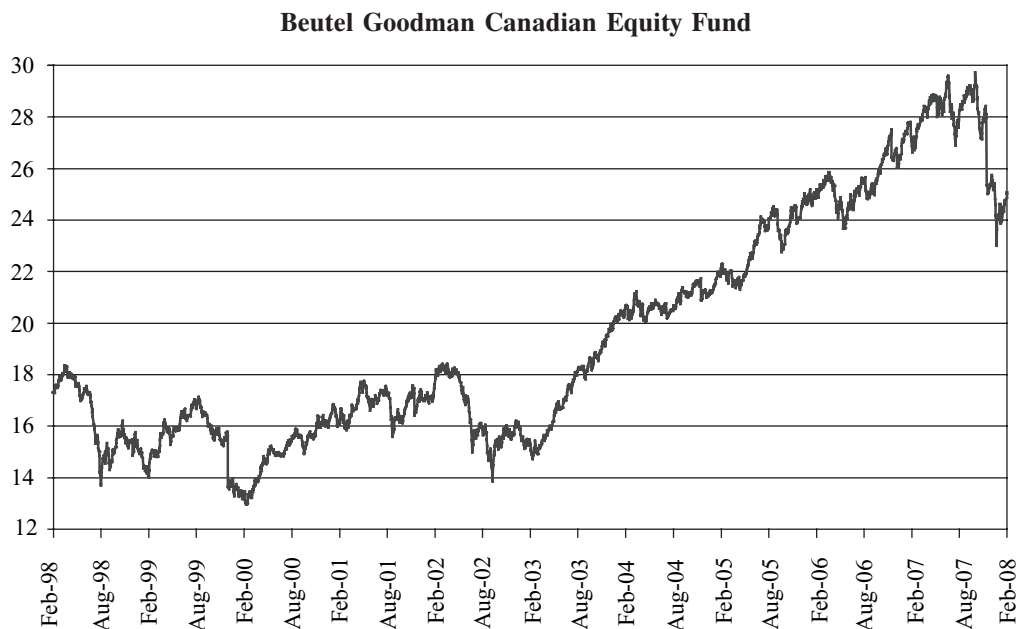
Net income and net realized capital gains may be declared payable from time to time at the discretion of the Canadian Fund, provided that in each year sufficient net income and net realized capital gains will be made payable to unitholders so that the Canadian Fund will generally not have any net tax liability.

Net income and net realized capital gains will generally be automatically reinvested in additional units of the Canadian Fund as of the business day of payment.

The actual amount of distributions per unit for the Canadian Fund for 2007 was \$2.5056.

### *Historic Performance*

The following chart shows the historical performance of the A units of the Canadian Fund between February 27, 1998 and February 29, 2008. **This chart is a record of historical performance only and is not intended to be indicative of the future performance of the Canadian Fund or the Notes.**



### **The Global Fund**

#### *Investment Objectives*

The Global Fund seeks long-term enhancement of capital primarily through investments in common stocks and other equity securities of non-Canadian issuers.

The fundamental investment objective of the Global Fund cannot be changed without the approval of a majority of the investors who own units in the Global Fund.

#### *Investment Strategies*

The Global Fund's investment strategy is relative value driven stock selection. The Global Fund's advisor seeks issuers trying to create shareholder value with strong management depth which can be purchased at reasonable prices in terms of price/earnings and discount/asset values relative to anticipated growth and profitability.

#### *What are the Risks of Investing in the Global Fund*

Most of the Global Fund's assets will be invested in equity securities of non-Canadian issuers. The Global Fund will therefore be subject to the risk of investments in foreign securities and foreign currency risk. The Global Fund will also be subject to class risk. See "Risk Factors — Risks Relating to the Funds".

#### *Who Should Invest in the Global Fund*

The Global Fund is suitable for investors seeking long-term capital appreciation in non-Canadian issuers with a high tolerance for risk and a long-term investment horizon.

### *Distribution Policy*

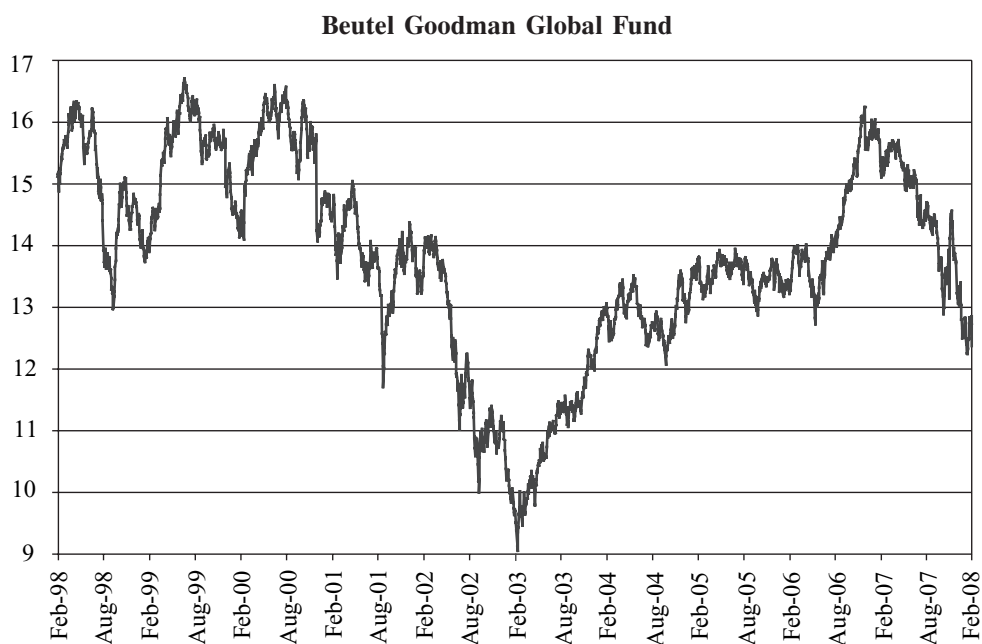
Net income and net realized capital gains may be declared payable from time to time at our discretion, provided that in each year sufficient net income and net realized capital gains will be made payable to unitholders so that the Global Fund will generally not have any net tax liability.

Net income and net realized capital gains will generally be automatically reinvested in additional units of the Global Fund as of the business day of payment.

The actual amount of distributions per unit for the Global Fund for 2007 was \$0.53.

### *Historical Performance*

The following chart shows the historical performance of the Units of the Global Fund between February 27, 1998 and February 29, 2008. **This chart is a record of historical performance only and is not intended to be indicative of future performance of the Global Fund or the Notes.**



### **INTEREST ON SUBSCRIPTION PROCEEDS**

Subscription proceeds submitted by Investors in advance of the Issue Date will be held in an account by the Selling Agent and will bear interest at an annual rate equal to 2%. A purchaser of Notes will receive credit for interest accruing on funds so delivered in the form of additional whole Notes. The number of additional Notes for a purchaser would equal the dollar amount of interest that would accrue on the funds delivered at a rate of 2% per annum from the date on which such funds are received, to but excluding the Issue Date, divided by the \$100 purchase price of a Note, rounded down to the nearest whole number. No fractional Notes will be issued. The purchaser will be required to include (in accordance with the detailed rules of the Act relating to the accrual and inclusion of interest) in computing its income for the purposes of the Act, the amount of such interest. Despite the delivery of such funds in respect of an offer to purchase Notes, the Bank reserves the right not to accept any such offer. If for any reason Notes are not issued to a person who has delivered such funds, delivered funds will be forthwith returned together with interest paid in cash at a rate of 2% per annum (calculated from the date the funds are received, to but excluding the date on which such funds are returned), subject to a minimum of \$100 and only in integral multiples of \$100 rounded down to the nearest integral multiple of \$100. The purchaser will be required to include (in accordance with the detailed rules of the Act relating to the accrual and inclusion of interest) in computing its income for the purposes of the Act, the amount of such interest. In any case, whether or not the Notes are issued, no other interest or other compensation will be paid to the

purchaser in respect of delivered funds or to the dealer or financial advisor representing such purchaser. The payment of any interest, whether or not in the form of additional Notes, is the responsibility of the Bank and the Selling Agent has no responsibility for the payment of such interest. The Bank will file an information return with the CRA in respect of any amount required to be included in an Investor's income in respect of such interest and will provide the Investor with a copy of such return.

## **FUNDSERV**

### **General**

Some Investors may purchase Notes through dealers and other firms on the FundSERV Inc. ("FundSERV") network, which facilitates order flow. The following FundSERV network information is pertinent for such Investors. Investors should consult with their financial advisors as to whether their Notes have been purchased through the FundSERV network and to obtain further information on FundSERV network procedures applicable to those Investors.

Where an Investor's purchase order for Notes is effected by a dealer or other firm through the FundSERV network, such dealer or other firm may not be able to accommodate a purchase of Notes through certain registered plans for purposes of the Act. Investors should consult their financial advisors as to whether their orders for Notes will be made through the FundSERV network and any limitations on their ability to purchase Notes through certain registered plans.

The FundSERV network is owned and operated by both fund sponsors and distributors and provides distributors of funds and certain other financial products (including brokers and dealers who sell investment funds, companies who administer registered plans that include investment funds and companies who sponsor and sell financial products) with online order access to such financial products. The FundSERV network was originally designed and is operated as a mutual fund communications network facilitating the members in electronically placing, clearing and settling mutual fund orders. In addition, the FundSERV network is currently used in respect of other financial products that may be sold by financial planners, such as the Notes. The FundSERV network enables its participants to clear certain financial product transactions between participants, to settle the payment obligations arising from such transactions, and to make other payments between themselves.

### **FundSERV-Enabled Notes Held Through Scotia Capital Inc., a CDS Participant**

As stated above, all Notes will initially be issued in the form of a fully registered global Note that will be deposited with CDS. Notes purchased from a distributor on the FundSERV network ("FundSERV-enabled Notes") will also be evidenced by that Global Note, as are all other Notes. See "Description of the Notes — Form of the Notes" above for further details on CDS as a depositary and related matters with respect to the Global Note. Investors holding FundSERV-enabled Notes will therefore have an indirect beneficial interest in the Global Note. That beneficial interest will be recorded in CDS as being owned by Scotia Capital Inc., as a direct participant in CDS. Scotia Capital Inc. will in turn record in its records respective beneficial interests in the FundSERV-enabled Notes. An Investor should understand that Scotia Capital Inc. will make such recordings as instructed through the FundSERV network by the Investor's financial advisor.

### **Purchase Through a Distributor on the FundSERV Network**

In order to complete the purchase of FundSERV-enabled Notes, the full subscription price (i.e., the aggregate Principal Amount therefor) must be delivered to the Selling Agent in immediately available funds by no later than the Issue Date. Despite delivery of such funds, the Selling Agent reserves the right not to accept any offer to purchase FundSERV-enabled Notes. If FundSERV-enabled Notes are not issued to the Investor for any reason, such funds will be returned forthwith to the Investor.

A purchaser of Notes will receive credit for interest accruing on funds so delivered in the form of additional whole Notes. If for any reason Notes are not issued to a person who has delivered such funds, delivered funds will be forthwith returned together with interest paid in cash to the prospective purchaser's dealer or financial advisor through the FundSERV network. See "Interest on Subscription Proceeds" for details, including the tax

treatment of such interest. In any case, whether or not the Notes are issued, no other interest or other compensation will be paid to the purchaser in respect of delivered funds or to the dealer or financial advisor representing such purchaser. The payment of any interest, whether or not in the form of additional Notes, is the responsibility of the Bank and the Selling Agent has no responsibility for the payment of such interest.

### **Sale Through a Distributor on the FundSERV Network**

An Investor wishing to sell FundSERV-enabled Notes prior to the Maturity Date is subject to certain procedures and limitations to which an Investor holding Notes through a “full service broker” with direct connections to CDS may not be subject. Any Investor wishing to sell a FundSERV-enabled Note should consult with his or her financial advisor in advance in order to understand the timing and other procedural requirements and limitations of selling. An Investor must sell FundSERV-enabled Notes by using the “redemption” procedures of the FundSERV network; any other sale or redemption is not possible. Accordingly, an Investor will not be able to negotiate a sales price for FundSERV-enabled Notes. Instead, the financial advisor for the Investor will need to initiate an irrevocable request to “redeem” the FundSERV Note in accordance with the then established procedures of the FundSERV network. Generally, this will mean the financial advisor will need to initiate such request by 1:00 p.m. (Toronto time) on a Business Day (or such other time as may hereafter be established by the FundSERV network). Any request received after such time will be deemed to be a request sent and received on the next following Business Day. Sale of the FundSERV-enabled Note will be effected at a sale price equal to (i) the “net asset value” of a Note as of the close of business on the applicable Business Day as posted to FundSERV by Scotia Capital Inc., minus (ii) any applicable Early Trading Charge (as outlined under “Secondary Trading of Notes”). The “net asset value” of a Note will factor in accrued interest, if any. The Investor should be aware that, although the “redemption” procedures of the FundSERV network would be utilized, the FundSERV-enabled Notes of the Investor will not be redeemed by the Selling Agent but rather will be sold in the secondary market to the Selling Agent. In turn, the Selling Agent will be able in its discretion to sell those FundSERV-enabled Notes to other parties at any price, to hold them in its inventory or to arrange for purchase for cancellation by the Bank.

Investors should also be aware that from time to time such “redemption” mechanism to sell FundSERV-enabled Notes may be suspended for any reason without notice, thus effectively preventing Investors from selling their FundSERV-enabled Notes. Potential Investors requiring liquidity should carefully consider this possibility before purchasing FundSERV-enabled Notes.

The Selling Agent is the “fund sponsor” for the FundSERV-enabled Notes within the FundSERV network. It is required to post a “net asset value” for the FundSERV-enabled Notes on a daily basis, which value may also be used for valuation purposes in any statement sent to Investors. See the second paragraph under the heading “Description of the Notes — Secondary Trading of Notes” for some of the factors that will determine the “net asset value” or Bid Price of the Notes at any time. The sale price will actually represent the Selling Agent’s Bid Price for the Notes as of the close of business for the applicable Business Day less any applicable Early Trading Charge. There is no guarantee that the sale price for any day is the highest bid price possible in any secondary market for the Notes, but will represent the Selling Agent’s Bid Price generally available to all Investors as at the relevant close of business, including clients of the Selling Agent.

An Investor holding FundSERV-enabled Notes should realize that such FundSERV-enabled Notes may not be transferable to another dealer, if the Investor were to decide to move his or her investment account to such other dealer. In that event, the Investor would have to sell the FundSERV-enabled Notes pursuant to the procedures outlined above.

## FEES AND EXPENSES ASSOCIATED WITH THE NOTES

### Program Fee

The Notes will be subject to an annual Program Fee. The Program Fee will vary depending upon the relative allocation in the Portfolio between notional Units and the Bonds. The Program Fee will be 2.65% for the portion of the Portfolio allocated to the Fund Account (including any Units notionally acquired with the Loan in the case of a Leveraging Event or reinvestment) and 0.50% for the portion of the Portfolio allocated to the Bond Account. The Program Fee will be calculated daily and payable monthly in arrears to Scotia Capital, as Calculation Agent of the Notes. The 0.50% Program Fee on the portion of the Portfolio allocated to the Bonds is produced by the coupon on the Bonds. The 2.65% Program Fee on the portion of the Portfolio allocated to the Fund Account is generated by redeeming Units notionally held in the Fund Account at the then prevailing net asset value per Unit. The Calculation Agent will pay a fee to the Sub-Agent based on sales of Notes and the Calculation Agent will pay a fee to the Fund Manager out of the Program Fee allocated to the Fund Account.

There will be no duplication of fees as between the MER of the Funds and the Program Fee applicable to the Notes.

The Bank will pay selling agents who sell Notes an annual fee, paid quarterly, of 0.30% of the average daily value of the Fund Account during the term of the Notes. This fee will be paid out of the Program Fee. **Program Fees and Loan interest associated with the Notes will be deducted from the Fund Account periodically during the term of the Notes and prior to determining the amount of the Variable Return, if any, payable at maturity.**

The Bank will also pay a selling fee to qualified selling group members of \$5.00 per Note sold.

### Leverage

For providing leverage to the Portfolio, Scotia Capital will receive the interest payable on funds notionally borrowed under the Loan, calculated at the annual interest rate equal to the one-month Bankers' Acceptance Rate plus 0.25% (3.90% as of March 5, 2008), accrued daily and paid monthly. This interest will be paid out of the Fund Account during the term of the Notes and prior to determining the amount of the Variable Return, if any, payable at maturity.

## USE OF PROCEEDS

The Net Proceeds will not be held by the Bank in trust for the Investors in any segregated or other account. Rather, the Bank will use the Net Proceeds of the Offering for its general banking purposes.

## CERTAIN CANADIAN FEDERAL INCOME TAX CONSIDERATIONS

In the opinion of McCarthy Tétrault LLP, counsel to the Bank, the following is, as of the date hereof, a summary of the principal Canadian federal income tax considerations generally applicable to the acquisition, holding and disposition of Notes by an Investor who purchases Notes at the time of their issuance (an "Initial Investor"). This summary is applicable only to an Initial Investor who is an individual (other than a trust) and, for the purposes of the Act, is a resident of Canada, deals at arm's length, and is not affiliated, with the Bank and holds Notes as capital property. The Notes will generally be considered to be capital property to an Initial Investor unless: (i) the Initial Investor holds the Notes in the course of carrying on or otherwise as part of a business of trading or dealing in or buying and selling securities; or (ii) the Initial Investor acquired the Notes as an adventure or concern in the nature of trade. The determination of whether the Notes are held as capital property for purposes of the Act should take into account, among other factors, whether the Notes are acquired with the intention or secondary intention of selling them prior to the Maturity Date. Certain Initial Investors resident in Canada whose Notes might not otherwise be considered to be capital property or who desire certainty with respect to the treatment of the Notes as capital property may be entitled to make an irrevocable election to have the Notes and all of the Initial Investor's other "Canadian securities" deemed to be capital property pursuant to subsection 39(4) of the Act. This summary does not apply to an Initial Investor that is a corporation, partnership or trust, nor does it apply to the payment or credit of interest on the subscription price referred to under "Interest on Subscription Proceeds".

This summary is based on the current provisions of the Act and the regulations thereunder as in force on the date hereof (the “Regulations”), counsel’s understanding of the current administrative and assessing practices of the CRA published in writing prior to the date hereof and all specific proposals to amend the Act and Regulations publicly announced by or on behalf of the Minister of Finance (Canada) prior to the date hereof (“Tax Proposals”) and assumes all Tax Proposals will be enacted substantially as proposed; however, no assurance can be given that the Tax Proposals will be enacted as proposed or at all. This summary does not, except for the Tax Proposals, otherwise take into account or anticipate any changes in law or the CRA’s administrative or assessing practices, whether by legislative, governmental or judicial decision or action. This summary is not exhaustive of all possible Canadian federal income tax considerations applicable to an investment in Notes and does not take into account provincial, territorial or foreign income tax legislation or considerations, which are not addressed in this summary.

**This summary is of a general nature only and is not intended to be legal or tax advice to any Investor. Investors should consult their own tax advisors for advice with respect to the income tax consequences of an investment in Notes, based on their particular circumstances.**

### **Quarterly Partial Principal Repayments**

Any Quarterly Partial Principal Repayments received in respect of the Notes will reduce the principal amount of the Notes and reduce the Initial Investor’s adjusted cost base of the Notes and will not be included in the Initial Investor’s income when received.

### **Variable Return**

A Note is a “prescribed debt obligation” within the meaning of the Act. The rules in the Regulations applicable to a prescribed debt obligation generally require a taxpayer to accrue the amount of any interest, bonus or premium receivable in respect of the obligation over the term of the obligation, based on the maximum amount of interest, bonus or premium that could be payable on the obligation. Based in part on the CRA’s administrative practice with regard to prescribed debt obligations, there should be no deemed accrual of the Variable Return on the Notes under these provisions prior to the Maturity Date, provided that no Extraordinary Event or Protection Event has occurred.

When in a particular taxation year, as a result of an Extraordinary Event or a Protection Event, the Variable Return is determined, the portion of the Variable Return that has accrued from the date of purchase of the Note up to the anniversary date of the Note in that particular taxation year generally will be required to be included in the Initial Investor’s income, except to the extent that the amount was otherwise included in income for the taxation year or a preceding taxation year. Thereafter, in each of the following taxation years, the annual accrual rules in the Regulations applicable to a prescribed debt obligation will generally apply to include in the Initial Investor’s income, a portion of the Variable Return.

The Bank will file an information return with the CRA in respect of any amount required to be included in an Initial Investor’s income as described above and will provide the Initial Investor with a copy of such return.

### **Disposition of a Note**

On a disposition to the Bank of a Note at the Maturity Date, an Initial Investor will be required to include in income for the taxation year in which the disposition occurs, the amount, if any, of the Variable Return, except to the extent otherwise included in income in the taxation year or a preceding taxation year. The Bank will file an information return with the CRA in respect of any such amount to be included in an Initial Investor’s income and will provide the Initial Investor with a copy of such return. The Initial Investor will realize a capital gain (or a capital loss) to the extent that the proceeds received from the Bank, less the Variable Return so included in income, exceed (or are less than) the aggregate of the Initial Investor’s adjusted cost base of the Note (reduced as discussed above under “Quarterly Partial Principal Repayments”) and any reasonable costs of disposition.

In certain circumstances, where an Initial Investor assigns or otherwise transfers a debt obligation (other than as a consequence of a repayment of a Note on the Maturity Date), the amount of interest accrued on the debt obligation to that time, but unpaid, will be excluded from the proceeds of disposition of the obligation and

will be required to be included as interest in computing the Initial Investor's income for the taxation year in which the transfer occurs, except to the extent that it has been otherwise included in income for that year or a preceding year. Other than in the event of an Extraordinary Event or a Protection Event, there should be no amount in respect of the Variable Return that will be treated as accrued interest on an assignment or transfer of a Note prior to the Maturity Date. Except as described above regarding a payment at the Maturity Date by the Bank, while the matter is not free from doubt, an amount received by an Initial Investor on a disposition or deemed disposition of a Note should give rise to a capital gain (or capital loss) to the extent proceeds of disposition exceed (or are less than) the aggregate of the Initial Investor's adjusted cost base of the Note (reduced as discussed above under "Quarterly Partial Principal Repayments") and any reasonable costs of disposition. **Initial Investors who dispose of Notes prior to the Maturity Date should consult their tax advisors with respect to their particular circumstances.**

One-half of a capital gain realized by an Initial Investor must be included in the income of the Initial Investor. One-half of a capital loss realized by an Initial Investor is deductible against the taxable portion of capital gains realized in the year, in the three preceding years or in subsequent years, subject to and in accordance with the rules in the Act.

Capital gains realized by an individual may give rise to a liability for alternative minimum tax under the Act.

### PLAN OF DISTRIBUTION

Each Note will be issued for a subscription price of 100% of the Original Principal Amount thereof (\$100 per Note). The subscription price was determined by negotiation between the Bank and the Selling Agent. **The Selling Agent is a wholly owned subsidiary of the Bank. As a result, the Bank is a related issuer of the Selling Agent under applicable Canadian securities legislation.**

The closing of this Offering is scheduled to occur on or about May 14, 2008. The Bank may, at any time prior to the Issue Date, in its discretion, elect whether or not to proceed in whole or in part with the issue of the Notes. Subscriptions will be received subject to rejection or allotment in whole or in part and the right is reserved to close the subscription books at any time without notice. Upon acceptance of a subscription, the Selling Agent will deliver or cause to be delivered a confirmation of acceptance by prepaid mail or other means of delivery to the subscriber.

The Bank will pay selling expenses of \$5.00 per Note to qualified selling group members for selling the Notes. The selling expenses will be paid out of the proceeds of the offering. The Selling Agent may form a sub-agency group including other qualified selling members. While the Selling Agent has agreed to use its best efforts to sell the Notes offered hereby, the Selling Agent will not be obligated to purchase any Notes which are not sold. For greater certainty, the Selling Agent may purchase Notes offered hereby as principal.

A global Note for the full amount of the Offering will be issued in registered form to CDS and will be deposited with CDS on the Issue Date. Subject to certain exceptions, certificates evidencing the Notes will not be available to Investors under any circumstances and registration of interests in and transfer of Notes will be made through the Book-Entry System of CDS. See "Description of the Notes — Form of the Notes".

In connection with the issue and sale of the Notes by the Bank, no person is authorized to give any information or to make any representation not expressly contained in this Information Statement or the global Note and the Bank does not accept responsibility for any information not contained herein or therein. This Information Statement does not constitute, and may not be used for the purposes of, an offer or solicitation by anyone in any jurisdiction in which such offer or solicitation is not authorized or to any person to whom it is unlawful to make such offer or solicitation. The Notes have not, and will not be, registered under the 1933 Act or any State securities laws and, subject to certain exceptions may not be offered for sale, sold or delivered, directly or indirectly, in the United States, its territories or possessions or to or for the account or benefit of U.S. persons within the meaning of Regulation S under the 1933 Act. In addition, the Notes may not be offered or sold to residents of any jurisdiction or country of Europe. The Notes are being offered and sold in Canada only.

Dealers may from time to time purchase and sell Notes in any available secondary market but are not obligated to do so. The offering price and other selling terms for such sales in a secondary market may, from time to time, be varied by such dealers.

The Bank reserves the right to issue additional Notes of this series or a series previously issued, and other debt securities which may have terms substantially similar to the terms of the Notes offered hereby, which may be offered by the Bank concurrently with the Notes. The Bank further reserves the right to purchase for cancellation at its discretion any amount of Notes in a secondary market, without notice to Investors.

## **DESCRIPTION OF THE BANK**

The Bank was granted a charter under the laws of the Province of Nova Scotia in 1832, and commenced operations in Halifax, Nova Scotia in that year. Since 1871, the Bank has been a chartered bank under the *Bank Act* (Canada) (the “Bank Act”). The Bank is a Schedule 1 bank under the Bank Act and the Bank Act is its charter. The head office of the Bank is located at 1709 Hollis Street, Halifax, Nova Scotia and the executive offices are at Scotia Plaza, 44 King Street West, Toronto, Ontario M5H 1H1. A copy of the Bank’s by-laws are available on [www.sedar.com](http://www.sedar.com).

The Bank is one of North America’s premier financial institutions and Canada’s most international bank. The Bank is a full-service financial institution, active in both domestic and international markets. In Canada, the Bank provides a full range of retail, commercial, corporate, investment and wholesale banking services through its extensive network of branches and offices across Canada. With approximately 60,000 employees (31,000 in Canada), the Bank and its affiliates have branches and offices serving more than 12.5 million customers in some 50 countries, which provide a wide range of banking and financial services.

The Bank has three major business lines: Domestic Banking, International Banking and Scotia Capital. Each of these three business lines is discussed below and additional information on each of the Bank’s business lines is available in the 2007 Management’s Discussion and Analysis found on page 45 of the Annual Report.

Effective January 16, 2008, Mike Durland is to assume the role of Co-Chairman and Co-Chief Executive Officer, Scotia Capital and Head, Global Markets. As Co-Chairman and Co-CEO of Scotia Capital, Mike Durland takes over the global capital markets responsibilities of John Schumacher, who has chosen to leave the Bank.

### **Domestic Banking**

Domestic Banking provides a full range of banking and investment services to more than 7 million customers across Canada through a network of 1,005 branches, 2,852 automated banking machines (“ABMs”), as well as telephone and Internet banking. Domestic Banking includes three main businesses. Retail and Small Business Banking provides a comprehensive suite of offerings, including mortgages, loans, credit cards, investments, insurance and day-to-day banking products to individuals and small businesses. Wealth Management provides a full range of products and services, including retail brokerage (discretionary, non-discretionary and self-directed), investment management advice, mutual funds and savings products and financial planning and private client services for affluent clients. Commercial Banking delivers a full product suite to medium and large businesses.

### **International Banking**

International Banking operates in more than 40 countries, and includes Scotiabank’s retail and commercial banking operations outside of Canada. Through the Bank’s network of 1,480 branches and offices and 2,980 ABMs, as well as telephone and Internet banking, International Banking provides a full range of financial services to more than 5 million customers. International Banking is organized into the following geographic regions: Caribbean and Central America; Mexico; Latin America; and Asia.

### **Scotia Capital**

Scotia Capital is the wholesale banking arm of the Scotiabank Group. Scotia Capital offers a variety of products, providing full service coverage across the NAFTA region, and serving selected niche markets globally.

Scotia Capital offers financial products and services to corporate, government and institutional investor clients. Scotia Capital is organized into two main businesses. Global Capital Markets provides capital markets products and services, such as fixed income, derivatives, prime brokerage, structured products, securitization, foreign exchange, equity sales, trading and research and, through ScotiaMocatta, precious metals. Global Corporate and Investment Banking provides corporate lending, equity underwriting and mergers & acquisitions advisory services.

## **RISK FACTORS**

Investing in the Notes is subject to certain risks. Before reaching a decision to purchase Notes, a person should carefully consider a variety of risk factors including, but not limited to, the following:

### **Suitability of Notes for Investment**

A prospective investor should decide to invest in the Notes only after carefully considering with his or her advisors as to whether the Notes are a suitable investment in light of his or her investment objectives and the information set out in this Information Statement. None of the Bank (in its capacity as issuer and Calculation Agent), Scotia Capital Inc. (as Selling Agent), the Fund Manager or their respective affiliates makes any recommendation as to whether the Notes are a suitable investment for any person.

The Notes have certain investment characteristics that differ from conventional fixed income investments. The Notes may not provide Investors with any return in excess of the Principal Outstanding on maturity. The Notes do not provide a return in excess of the Principal Outstanding at the Maturity Date that is calculated or determined with reference to a fixed or floating rate of interest. Therefore, an investment in the Notes is only suitable for Investors prepared to assume risks with an investment whose return is tied to the performance of the Units. The Original Principal Amount is only repaid if the Notes are held to the Maturity Date. The Notes are not conventional indebtedness.

Investors should understand that the risk involved in this type of investment is greater than that normally associated with other types of investments. The capital appreciation, if any, of the Units may not be sufficient to generate any Variable Return on the Notes. The investments in which the Fund invests can be subject to sudden, unexpected and substantial price movements and various other risks. The trading of investments held by the Funds can lead to substantial losses as well as gains in the value of the Fund within a short period of time.

### **Comparison to Other Obligations**

The terms of the Notes differ from those of ordinary obligations or debt instruments, in that a return, if any, is payable on the Notes only to the extent that the Fund Account performance exceeds all applicable Program Fees and Loan interest over the term of the Notes and certain events including Extraordinary Events and Protection Events do not occur. There can be no assurance that the Variable Return will be greater than zero, or that more than the Principal Outstanding will ever be payable with respect to the Notes at maturity. Moreover, the value of an investment in the Notes may diminish over time owing to inflation and other factors that adversely affect the present value of future payments. Accordingly, an investment in the Notes may result in a lower return when compared to alternative investments.

### **Liquidation of Fund Account Assets**

Quarterly Partial Principal Repayments, Loan interest and Program Fees will be funded by liquidating Fund Account assets, as required. This will reduce the Fund Account Value and increase the likelihood that a Protection Event will occur. The Funds have no regular distributions.

### **Pledging**

The ability of an Investor to pledge the Notes or otherwise take action with respect to such Investor's interest in such Notes (other than through a CDS Participant) may be limited due to the lack of a physical certificate.

## **Reinvestment**

There is no assurance that the Funds will be able to achieve their investment objectives and there is no assurance that the Funds will be able to pay Distributions on the Units during the term of the Notes. In certain circumstances, the Funds may suspend the payment of Distributions. If so, Investors will not enjoy the benefits of reinvestment in the Fund Account. It should be noted that past performance and distribution rates of the Funds are not necessarily indicative of future performance or Distribution rates.

The Notes are generally not suitable for an investor who requires liquidity prior to the Maturity Date. An Investor should consult his or her investment advisor on whether it would be more favourable in the circumstances at any time to sell the Note (assuming the availability of a secondary market) or hold the Note until the Maturity Date. An Investor should also consult his or her tax advisor as to the income tax consequences arising from a sale prior to the Maturity Date as compared to holding the Note until the Maturity Date.

## **Dependence on Management**

The Funds' success depends on the skill and acumen of the Fund Manager who provides investment advice and administers the Funds, and on the management of the Fund Manager. The employees of the Fund Manager do not devote all of their time to the business of the Funds. If these individuals should cease to participate in the Funds' business and if satisfactory replacements cannot be found, the Funds' ability to select attractive investments and manage their portfolios could be severely impaired. There can be no assurance that: (a) the Funds' investment objectives will be realized; (b) the Funds' investment strategies will prove successful; (c) the Funds' Distribution policies can be maintained; or (d) the Funds can avoid losses. Past performance of the Funds is not indicative of future returns. There can be no assurance that the Fund Manager's management of the Funds will result in generating a positive return for the Funds (and hence, indirectly, the Notes).

## **Historical Performance of the Funds is not an Indication of Future Performance**

Variable Return, if any, will be determined on the basis of the performance of the Units reflected in the Fund Account. The historical performance of the Funds is not necessarily indicative of the future performance of the Units nor are Distributions previously paid on the Units necessarily indicative of Distributions, if any, that may be paid on the Units in the future. The values of the securities contained in the Funds, and therefore the Units themselves, will be influenced by complex and interrelated political, economic, financial and other factors.

## **Valuation of the Funds**

In valuing the Units, the Calculation Agent will be dependent on information reported by the Funds and the Funds' determination as to the fair value of their assets, which generally will be unaudited. Readily available market prices or quotations normally may not be available for all interests in the Funds, and the Bank will not have access to information about the Funds' portfolio holdings that could be used to verify the fair value of the Units as reported by the Funds. The Bank assumes no obligation to verify any information reported or determination made by the Funds and will not unwind or modify any Asset Allocation Event resulting from the application of the Asset Allocation Calculation effected in respect of the Notes during the term thereof in reliance on such information or determination in the event any information reported or determination made by the Funds proves to be incorrect in any way except to the extent that the correction of such information or determination triggers a further Leveraging Event, De-Leveraging Event or Protection Event which occurs during the term of the Notes.

## **Risks Relating to the Funds**

The Variable Return, if any, payable on the Notes is linked to the performance of the Portfolio, which in turn is based on the performance of the Funds. Accordingly, certain risk factors applicable to holders who invest directly in Units are also applicable to an investment in Notes to the extent that such risk factors could adversely affect the Distributions made by, and the performance of, the Funds. Such risk factors include credit risk (in the case of debt securities, factors that may result in non-payment of the obligation), currency risk (change in value of Canadian dollar compared to foreign currencies), derivatives risk (including counterparty risk), equity risk (in the case of equity investments, factors which may cause the price of the stock to rise or fall), foreign

investment risk (financial, political and social factors that affect investments outside Canada and the United States), interest rate risk (factors which might cause interest rates to rise or fall, since the value of fixed income instruments varies inversely with interest rates), large transaction risk (where another mutual fund or other large investor invests some or all of its assets in the Funds, if such other investor receives large redemption requests it may, in turn, make large redemption requests to the Funds and the Funds may have to sell their investments at unfavourable prices to meet the redemption requests) and class risk (if the Funds cannot pay the expenses of one class using that class's proportionate share of Fund assets it may have to pay those expenses out of another class's proportionate share of the assets, which could lower the investment return of those other class). This is not a complete description of the risks applicable to the Funds.

A complete description of the risks as they apply to the Canadian Fund is contained in the simplified prospectus of the Canadian Fund dated August 16, 2007, which may be obtained from [www.beutel-can.com](http://www.beutel-can.com).

The following specific risk factors are associated with investing in the Global Fund:

#### *Risk of Investments in Foreign Securities*

A pooled fund such as the Global Fund that invests in foreign securities is subject to the following risk:

- it may be affected by changes in currency exchange rates (see "Foreign Currency Risk" below);
- some foreign stock markets have less trading volume, which may make it more difficult to sell an investment or may make prices of securities more volatile;
- there is often less information available about foreign companies and many countries do not have the same accounting, auditing and reporting standards that we have in Canada;
- a country may have foreign investment or exchange laws that make it difficult to sell an investment or it may impose withholding or other taxes that could reduce the return on the investment;
- political or social instability or diplomatic developments could affect the value of the investment; and
- a country may have a weak economy due to factors like high inflation, weak currency, government debt or narrow industrial base.

#### *Foreign Currency Risk*

Funds such as the Global Fund that invest in foreign securities are vulnerable to foreign currency risk which is the risk that the value of the Canadian dollar will increase as measured against a foreign currency. For example, a security traded in U.S. dollars will fall in value, in Canadian dollar terms, if the U.S. dollar declines in value relative to the Canadian dollar, even though there is no change to the U.S. dollar value of the security. Conversely, if the Canadian dollar falls in value relative to the U.S. dollar, there is a corresponding gain in the value of the security attributable solely to the change in the exchange rate.

#### **The Funds' Net Asset Value**

The trading prices of the securities comprising the assets of the Funds from time to time will affect the net asset values of the Funds. Other activities of the Funds may impact on the value of the Units. Investors should recognize that it is impossible to know whether the value of the securities comprising the assets of the Funds at any time will rise or fall and whether the investment decisions of the Fund Manager will prove to be successful. Trading prices of the securities comprising the assets of the Funds may be influenced by complex and inter-related political, economic, financial and other factors that can affect the capital markets generally or the equity trading markets on which the securities comprising the assets of the Funds are trading. Investors should familiarize themselves with the basic features of the Units of the Funds, including the general method of calculating the net asset value of the Units.

#### **Liquidity Risk and Secondary Trading of Notes**

The Notes are designed for Investors with long-term investment horizons who are prepared to hold the Notes to the Maturity Date. The Notes are not designed as a short-term investment.

The Principal Outstanding and Variable Return, if any, per Note are only payable at maturity. An Investor cannot elect to receive Variable Return prior to the Maturity Date. The Notes will not be listed on any stock exchange. However, the Selling Agent intends to use reasonable efforts to maintain a secondary market for the Notes, but reserves the right not to do so in the future in its sole discretion, without providing prior notice to the Investors. These efforts will consist of posting a daily Bid Price through FundSERV for the Notes. The Selling Agent may, for any reason, elect not to purchase Notes from any particular Investor. Investors may sell the Notes in any such secondary market prior to maturity. There is no assurance that any premium that may have been paid by an Investor having purchased Notes in the secondary market will be recouped. The price that the Selling Agent will pay to an Investor for a Note prior to the Maturity Date will be determined by the Selling Agent, acting in its sole discretion, and will be based on, among other things: (i) how much the value of the assets in the Portfolio have risen or fallen since the Issue Date; (ii) the fact that assets in the Portfolio will be reallocated from time to time between the Fund Account and the Bond Account during the term of the Notes; and (iii) a number of other interrelated factors including, without limitation, volatility of the value of the notional assets in the Portfolio, prevailing interest rates and the time remaining to the Maturity Date. The relationship among these factors is complex and may also be influenced by various political, economic and other factors that can affect the trading price of a Note. In particular, Investors should realize that the secondary market price for the Notes: (i) may not rise and fall with changes in the net asset values per Unit; and (ii) may be substantially affected by changes in current interest rates independent of performance of the notional assets in the Portfolio. Due to the method used to price the Variable Return, the expected value of the Variable Return may be substantially less than the value computed only with reference to the performance of the Fund Account. If an Investor sells Notes prior to maturity, the Investor may have to do so at a discount from the Principal Outstanding even if the performance of the Portfolio has been positive and, as a result, the Investor may suffer losses. An Investor who sells a Note prior to the Maturity Date may have to pay an Early Trading Charge of up to 6.50% of the Original Principal Amount.

#### **Potential Conflicts of Interest between the Investor and The Bank of Nova Scotia**

The Bank is the issuer of the Notes. Scotia Capital will, as the Calculation Agent, calculate the amount, if any, of Variable Return paid to Investors at maturity. The Calculation Agent may also be required to exercise its judgment in relation to the Notes from time to time. For example, the Calculation Agent may have to determine whether a Market Disruption Event or an Extraordinary Event has occurred, and may, as a consequence thereof, have to make certain determinations. While the Calculation Agent is required to make all calculations and determinations in good faith and using commercially reasonable procedures in order to produce a commercially reasonable result, absent manifest error, all of the Calculation Agent's calculations and determinations will be final and binding on Investors, without any liability on the Calculation Agent's, the Selling Agent's or the Bank's part, and Investors will not be entitled to any compensation from the Bank, the Calculation Agent or the Selling Agent for any loss suffered as a result of any of the Calculation Agent's calculations and determinations. Since the Calculation Agent's calculations and determinations may affect the market value of the Notes, the Bank may have a conflict of interest if the Calculation Agent needs to make any such calculations and determinations.

Since the Bank and the Calculation Agent may be the same person, the Calculation Agent may have an economic interest adverse to those of Investors, including with respect to the Bank's hedging arrangements with respect to the Notes. The Bank and its affiliates may also deal in the securities of issuers represented in the Funds and Units or other securities of the Funds and derivative securities related thereto. In addition, the Bank and its affiliates may, where permitted, accept deposits from, make loans or otherwise extend credit to, and generally engage in any kind of commercial or investment banking or other business with the Funds, the Fund Manager and/or any issuer represented in the Funds or any other person or entity having obligations relating to such entities and may engage in proprietary trading in the Units, other securities of the Funds or the securities of any issuer, from time to time, represented in the Funds or in options, futures or derivatives relating to such securities (including such trading as the Bank may deem appropriate, in its discretion, to hedge any risk in connection with the Notes) and may act with respect to such business in the same manner as it would if the Notes did not exist, regardless of whether any such action might trigger an Allocation Event or have an adverse effect on the value of the Units and, thus, the Variable Return payable in respect of the Notes. The Bank and its affiliates may, whether by virtue of the relationships described above or otherwise, from time to time be in possession of information in relation to the Funds or any issuer, from time to time, represented in the Funds that

may not be publicly available or known to Investors, and the Notes do not create an obligation on the part of the Bank or its affiliates to disclose to Investors such relationship or such information (whether or not confidential).

The Bank and its affiliates may, at any time and from time to time, hedge its exposure under the Notes. It may do so in a number of ways including, without limitation, by engaging in proprietary trading in the Units, other securities of the Fund or the securities in which the Fund may, from time to time, invest or in options, futures, derivatives or other instruments relating to the Units or such securities and such trading may affect the value of the Units and, consequently, the Variable Return, if any, payable in connection with the Notes.

### **Reallocation of the Portfolio**

If, pursuant to the Asset Allocation Calculation, assets are reallocated from the Fund Account to the Bond Account during the term of the Notes, such allocation will reduce the exposure of the Notes to the notional Units. The amounts to be allocated between the Fund Account and the Bond Account will be determined in accordance with the Asset Allocation Calculation and, as between the two Funds, in accordance with the Weightings.

### **Substantial Redemptions in the Global Fund Could Affect the Value of the Portfolio**

As the Global Fund is an institutional pooled fund, it has a limited number of investors. Accordingly, substantial redemption of Units of the Global Fund by one or more of those limited number of investors could require the Global Fund to liquidate investments more rapidly than would otherwise be desirable to fund such redemption, which could adversely affect the value of such investments and, as a result, the value of the Portfolio.

Illiquidity in certain markets could also make it difficult for the Global Fund to liquidate positions on favourable terms, thereby resulting in a decrease in value of its assets. In these circumstances, the non-redeeming Unitholders will bear a disproportionate risk of any decline in the value of the Global Fund's assets subsequent to the redemptions. This may adversely affect the Fund Account Value and even trigger a Protection Event, leading to a reallocation of the Portfolio's assets to Bonds for the remainder of the term of the Notes.

Moreover, a redemption by certain investors in the Global Fund may lead to an increase in the percentage of outstanding Units of the Global Fund notionally held in the Fund Account, which could constitute a Concentration Threshold Event (and, therefore, a Replacement Event) with the result that the Units of the Global Fund may be replaced by the Calculation Agent in the Portfolio with securities of a substantially similar investment fund.

### **Fees and Transaction Costs**

In order for the payment at the Maturity Date to exceed the Principal Outstanding, the return on the notional assets in the Portfolio at the Maturity Date will have to exceed the aggregate fees and expenses paid in respect of the Notes during the term of the Notes.

### **Leverage**

It is possible to have exposure of up to 200% of the Original Principal Amount to the Units. At inception, \$5.00 of the Loan per Note will be drawn down and invested in the Fund Account. While such exposure exceeds 100% of the Net Proceeds, the Portfolio will have notionally borrowed money to acquire the additional notional Units. The use of borrowed money creates an opportunity for increased exposure to the Units and the potential of an increased return. At the same time, however, borrowing money creates special risks. Although the principal amount of funds notionally borrowed will be fixed, the value of the Units may change during the time a borrowing is outstanding. Since any decline in values of the Units will be borne entirely by the Portfolio (and not by those persons providing the borrowed money), a decline in the value of the Units will result in a greater decrease in the Portfolio Performance than if no money was borrowed. Decreases in Portfolio Performance can lead to an increased allocation to the Bond Account under the Asset Allocation Calculation which will reduce the potential for the Notes to produce a Variable Return at maturity.

Notionally borrowing money will create interest expenses for Investors of the Notes. Scotia Capital will receive the interest payable on funds notionally borrowed under the Loan, calculated at an annual interest rate equal to the one-month Bankers' Acceptance Rate plus 0.25% accrued daily and paid monthly. The interest costs may exceed the return made from the borrowed funds. To the extent that the return on the notional Units purchased with borrowed funds is greater than the interest the Notes will have to pay on the borrowed money, then the Portfolio Performance will be greater than the return if no funds were borrowed. Conversely, if the return from the notional Units acquired with borrowed funds is not sufficient to cover the interest costs on the borrowed money, then the Portfolio Performance will be less than if no money was borrowed.

### **Regulatory Change**

Future regulatory changes in applicable jurisdictions could limited the ability of the Fund Manager to carry on its business and may have a material adverse effect on the Funds and the Notes.

### **Credit Risk**

Because the obligation to make payments to Investors is an obligation of the Bank, the likelihood that such Investors will receive the payments owing to them in connection with the Notes will be dependent upon the financial health and creditworthiness of the Bank.

### **No Deposit Insurance**

The Notes will not constitute deposits that are insured under the *Canada Deposit Insurance Corporation Act* or any other deposit insurance regime.

### **Protection Event**

If a Protection Event occurs then, for the remaining term of the Notes, the Notes will no longer have any exposure to the notional Units. Following the occurrence of a Protection Event, any Variable Return on the Notes calculated as of the date of such occurrence will be notionally invested in the Bond Account and the proceeds will be paid to the Investor at the Maturity Date. Following the occurrence of a Protection Event, all cash in the Principal Repayment Account will be paid to Investors on the next following Quarterly Partial Principal Repayment Date (or if a Quarterly Partial Principal Repayment Date does not occur prior to maturity, on the Maturity Date), following which no further Quarterly Partial Principal Repayments will be paid for the remainder of the term of the Notes. If a Protection Event occurs, the possibility of an Investor receiving more than the Principal Outstanding per Note on the Maturity Date is significantly reduced and an Investor will not receive any interest payments during the remainder of the term of the Notes.

### **Market Disruption Event**

If a Market Disruption Event occurs on any day, the determination of whether a Leveraging Event, De-Leveraging Event or Protection Event has occurred, and any resulting notional sales, redemptions or purchases of Bonds or Units or notional drawdowns or repayments of the Loan or notional receipts and reinvestments of Distributions may be delayed. Fluctuations in the net asset values per Unit and in the market prices of a notional Bond may occur in the interim.

In the event that a Market Disruption Event occurs and continues for eight consecutive Business Days, the Calculation Agent may, in its discretion, determine the net asset value per Unit for purposes of the Asset Allocation Calculation or, alternatively, designate the occurrence of such event as an Extraordinary Event. In such circumstances, the Variable Return, if any, may be less than the Variable Return, if any, that would otherwise have been payable had the Market Disruption Event not occurred. See "Description of the Notes — Special Circumstances — Market Disruption Event" and "Description of the Notes — Special Circumstances — Extraordinary Event."

A Market Disruption Event may also result in a delay in payment of the Variable Return, if any. If a Market Disruption Event occurs and is not resolved by the fifteenth Business Day before the Maturity Date, payment of the Principal Amount will occur on the Maturity Date, and payment of the Variable Return, if any, will occur as

soon as practicable following resolution of the Market Disruption Event and, in any event, no later than 180 days after the Maturity Date.

### **Extraordinary Event**

If an Extraordinary Event occurs, the Notes may no longer have exposure to the Fund Account and may have exposure only to the Bond Account. Following the occurrence of an Extraordinary Event, the Notes will not participate in any return that may have been realized on the notional Units following an Extraordinary Event. Following an Extraordinary Event, all cash in the Principal Repayment Account will be paid to Investors on the next following Quarterly Partial Principal Repayment Date (or if a Quarterly Partial Principal Repayment Date does not occur prior to maturity, on the Maturity Date), following which no further Quarterly Partial Principal Repayments will be paid for the remainder of the term of the Notes. If an Extraordinary Event occurs, the possibility of an Investor receiving any Variable Return may be significantly reduced. See “Description of the Notes — Special Circumstances — Extraordinary Event.”

### **No Independent Calculation**

As part of its responsibilities, the Calculation Agent, acting reasonably, will be solely responsible for computing the NAV per Note based on the calculations of the Portfolio Performance and the Asset Allocation Calculation made by the Calculation Agent. No independent calculation agent will be retained to make or confirm the determinations and calculations made by the Calculation Agent.

### **No Control over Management**

Since the Portfolio is notional only, Investors will have no ownership or other interest in the Units or Bonds comprising the Portfolio other than the right to be paid a return, if any, on the Notes based on the performance of the Portfolio. There will be no control over the management of the Funds. The performance of the Notes will depend in part on the ability of the Fund Manager, in addition to general economic and market factors.

### **No Ownership of Units or Bonds**

The Notes will not entitle an Investor to any direct or indirect ownership of or entitlement to Units, Bonds or assets notionally held in the Portfolio. As such, an Investor will not be entitled to the rights and benefits of a unitholder of either Fund, including any right to receive Distributions or to vote at or attend meetings of unitholders of either Fund.

Owning the Notes is different from owning Units. The Notes do not represent a direct substitute for an investment in the Funds. Investing in the Notes provides the opportunity to participate in the value of the Portfolio, while receiving at the Maturity Date repayment of the Principal Outstanding invested in each Note. As such, the Notes serve as a way of participating in the appreciation in the Units, if any, based on the Portfolio Performance, while assuring the ultimate return of the Principal Outstanding invested on the Maturity Date.

### **Unit Values**

Investors should recognize that it is impossible to know whether the net asset values per Unit at any time will rise or fall. Trading prices of the securities underlying the Funds, and therefore the value of the Units, may be influenced by complex and inter-related political, economic, financial and other factors that can affect the capital markets generally or the trading markets on which such securities are trading.

### **Economic and Regulatory Issues**

Changes in economic conditions, including, for example, interest rates, inflation rates, industry conditions, competition, technological developments, political and diplomatic events and trends, war, tax laws and innumerable other factors, can affect substantially and adversely the business and prospects of the Funds. None of these conditions are within the control of the Bank.

The Notes are not subject to Canadian securities laws. Accordingly, Investors do not have the same rights of action with respect to the disclosure in this Information Statement that a prospectus would provide. No

securities commission or similar authority has in any way passed upon the merits of the Notes or the Information Statement.

#### **DOCUMENTS INCORPORATED BY REFERENCE**

**Information has been incorporated by reference in this Information Statement from documents filed by the Bank with securities commissions or similar authorities in Canada.** Copies of the documents incorporated by reference may be obtained on request without charge from the Executive Vice-President, General Counsel and Secretary, The Bank of Nova Scotia, Scotia Plaza, 44 King Street West, Toronto, Ontario M5H 1H1, telephone: (416) 866-3672.

The following documents are specifically incorporated by reference into, and form an integral part of, this Information Statement:

- (a) the Bank's Annual Information form dated December 18, 2007;
- (b) the Bank's Management Proxy Circular attached to the Notice of Meeting dated January 14, 2008;
- (c) the Bank's consolidated financial statements for the years ended October 31, 2007 and 2006 together with the auditors' report thereon;
- (d) the Bank's Management's Discussion and Analysis of financial condition and results of operations as contained in the Bank's Annual Report for the year ended October 31, 2007;
- (e) the Bank's comparative consolidated interim financial statements (unaudited) and Management's Discussion and Analysis of financial condition and results of operation as at and for the 3 months ended January 31, 2008; and
- (f) a material change report of the Bank dated December 5, 2007 in respect of the Bank's acquisition of Banco del Desarrollo, Chile's seventh largest bank.

**Any documents of the type referred to in the preceding paragraph and any unaudited interim financial statements for three, six or nine months financial periods, any information circulars, any material change reports (excluding confidential material change reports), news release containing financial information concerning the Bank for period following October 31, 2007 and any business acquisition reports for acquisitions completed after October 31, 2007 filed by the Bank with a securities regulatory authority in Canada after the date of this Information Statement and prior to the completion or withdrawal of this Offering, are deemed to be incorporated by reference in this Information Statement.**

**Any statement contained in a document incorporated or deemed to be incorporated by reference herein or contemplated in this Information Statement shall be deemed to be modified or superseded for purposes of this Information Statement to the extent that a statement contained herein or in any other subsequently filed document which also is or is deemed to be incorporated by reference herein modifies or supersedes such statement. The modifying or superseding statement need not state that it has modified or superseded a prior statement or include any information set forth in the document that it modifies or supersedes. The making of a modifying or superseding statement will not be deemed an admission for any purpose that the modified or superseded statement, when made, constituted a misrepresentation, an untrue statement of a material fact or omission to state a material fact that is required to be stated or that is necessary to make a statement not misleading in light of the circumstances in which it was made. Any statement so modified or superseded shall not be deemed, except as so modified or superseded, to constitute a part of this Information Statement.**

## GLOSSARY

“**Act**” means *Income Tax Act* (Canada).

“**Additional Amount**” has the meaning ascribed thereto under “Summary — Amount Payable at the Maturity Date”.

“**Allocation Event**” has the meaning ascribed thereto under “Summary — Asset Allocation Calculation”.

“**Asset Allocation Calculation**” has the meaning ascribed thereto under “Summary — Asset Allocation Calculation”.

“**Bank**” means The Bank of Nova Scotia.

“**Bankers’ Acceptance Rate**” means, in respect of calculating interest on the Loan for a particular calculation period, the arithmetic average as determined by the Calculation Agent of the rates for Canadian dollar bankers’ acceptances having a comparable face amount and identical maturity date to such bankers’ acceptance appearing on Reuters Screen CDOR Page “Canadian Interbank Bid BA Fee Rates” (or such other page as the Calculation Agent shall designate which replaces that page for the purpose of displaying rates quoted for such bankers’ acceptances) at approximately 10:00 a.m. (Toronto time) on the first Business Day of the calculation period.

“**Bid Price**” has the meaning ascribed thereto under “Summary — Secondary Market.”

“**Bond**” or “**Bonds**” means notional 0.50% coupon bonds issued by the Bank maturing on the Maturity Date.

“**Bond Account**” means the book-entry account comprising part of the Portfolio that may notionally hold Bonds.

“**BNS Beutel Notes**” means, collectively, the Notes and The Bank of Nova Scotia — Beutel Goodman Equity Value Plus Deposit Notes (Yield), Series 1.

“**Business Day**” means any day, other than a Saturday, a Sunday or any day in which the Bank is closed in Toronto, Ontario.

“**Calculation Agent**” means Scotia Capital or its delegate.

“**Canadian Fund**” means the Beutel Goodman Canadian Equity Fund.

“**Capital Appreciation**” has the meaning ascribed thereto under “Summary — Amount Payable at the Maturity Date”.

“**CDS**” means CDS Clearing and Depository Service Inc.

“**Concentration Threshold Event**” means any event during the term of the Notes which results in the Fund Account notionally holding 24.99% or more of the outstanding Units of either Fund.

“**CRA**” means Canada Revenue Agency.

“**DBRS**” means Dominion Bond Rating Service Limited.

“**De-Leveraging Event**” has the meaning ascribed thereto under “Summary — Asset Allocation Calculation”.

“**Distance**” has the meaning ascribed thereto under “Summary — Asset Allocation Calculation”.

“**Distribution**” means all regular cash distributions, if any, paid by a Fund on Units.

“**Early Trading Charge**” has the meaning ascribed thereto under “Description of the Notes — Early Trading Charge”.

“**Exchange Business Day**” means, in respect of either Fund, any day on which each Exchange for securities held by that Fund or for futures, option contracts or future contracts in respect of those securities are scheduled to be open for trading during their respective regular trading sessions, notwithstanding any such Exchange closing prior to its normally scheduled closing time.

**“Extraordinary Event”** means any of the following events that occurs on or after the Issue Date and prior to the Maturity Date where the Calculation Agent, acting reasonably and in good faith, has determined, following consultation with Fund Manager, to designate such event as an “Extraordinary Event”: (i) the winding-up, dissolution or liquidation of either Fund or other cessation of trading of any Units; (ii) the Fund Manager or any affiliate of the Fund Manager ceases to act as manager of either Fund, (iii) a material modification of the terms and conditions attached to any Units (including but not limited to a material modification of the constating documents of either Fund) or the occurrence of any event or change having a material adverse effect on any Units (including, but not limited to, the interruption, breakdown or suspension for a significant period of time of redemptions of any of the Units); (iv) the investment objectives of either Fund are modified or the investment strategies of either Fund are modified (except where such modification is of a formal, minor or technical nature), in either case, in a manner that the Calculation Agent, acting reasonably, considers material; (v) any relevant activities of or in relation to either Fund or its management are or become unlawful, illegal or otherwise prohibited in whole or in part as a result of compliance with any present or future law, regulation, judgment, order or directive of any governmental, administrative, legislative or judicial authority or power, or in the interpretation thereof; (vi) a relevant authorisation or licence is revoked or is under review by a competent authority in respect of either Fund; (vii) any change in or in the official interpretation or administration of any laws or regulation relating to taxation that has or is likely to have a material adverse effect on any holder of any Units or in respect of any hedge established in connection with the Offering; (viii) the Bank is unable to effectively acquire, establish, reestablish, substitute, maintain, modify or unwind, any hedge transaction in connection with the Offering or to realize, recover or remit the proceeds of any such hedging transaction; (ix) an increase in the cost of acquiring, establishing, re-establishing, substituting, maintaining, modifying, unwinding or disposing of any hedging transaction entered into connection with the Offering or in the cost of realizing, recovering or remitting the proceeds of any such hedging transaction; (x) as a result of any adoption of, or any change in, any law, order, regulation, decree or notice, howsoever described, or issuance of any directive or promulgation of, or any change in the interpretation, whether formal or informal, by any court, tribunal, regulatory authority or similar administrative or judicial body of any law, order, regulation, decree or notice, howsoever described, after such date or as a result of any other event: (1) it would become unlawful for any holder of any Unit to hold, purchase or sell any Units; (2) the cost of investing in any Units would materially increase, other than ordinary course increases in the market value of Units; or (3) a holder of any Unit would be subject to a material loss as a result of holding any Units; or (xi) a Market Disruption Event continues in effect for eight or more consecutive Business Days.

**“Fitch”** means Fitch Ratings Ltd. and its successors and assigns.

**“Floor”** has the meaning ascribed thereto under “Summary — Asset Allocation Calculation”.

**“Funds”** means, collectively the Canadian Fund and the Global Fund and **“Fund”** means either of them.

**“Fund Account”** means the book-entry account comprising part of the Portfolio that may notionally hold Units and cash.

**“Fund Account Value”** or **“FAV”** has the meaning ascribed thereto under “Summary — Asset Allocation Calculation”.

**“Fund Manager”** means, collectively, Beutel, Goodman & Company Ltd. and Beutel Goodman Managed Funds Inc.

**“Global Fund”** means the Beutel Goodman Global Fund.

**“Initial Investor”** has the meaning set out under “Certain Canadian Federal Income tax Considerations”.

**“Insolvency”** means, in respect of either Fund, that by reason of the voluntary or involuntary liquidation, bankruptcy, insolvency, dissolution or winding-up of or any analogous proceeding affecting the Fund: (i) all of the assets of the Fund are required to be transferred to a trustee, liquidator or other similar official; or (ii) holders of the Units of the Fund become legally prohibited from redeeming them.

**“Investor”** means a holder of Notes.

**“Issue Date”** has the meaning ascribed thereto under “Summary — Issue Date”.

**“Issue Price”** means \$100 per Note.

**“Leveraging Event”** has the meaning ascribed thereto under “Summary — Asset Allocation Calculation”.

**“Loan”** has the meaning ascribed thereto on the cover page.

**“Market Disruption Event”** means, in respect of Units or the Funds, any bona fide event, circumstance or cause (whether or not reasonably foreseeable) beyond the reasonable control of the Bank or any person that does not deal at arm’s length with the Bank which in the reasonable opinion of the Calculation Agent, acting in good faith following consultation with the Fund Manger, has or will have a material adverse effect on the ability of equity dealers generally to acquire, establish, re-establish, substitute, maintain, unwind or modify hedges of positions in respect of any Units. A Market Disruption Event may include, without limitation, any of the following events: (i) any suspension of or limitation imposed on trading or redemptions in respect of any Units; (ii) any suspension or limitation imposed on trading on any relevant exchange, market or quotation system (an “Exchange”): (a) relating to any securities held by either Fund; or (b) in futures or options contracts or futures contracts related to any securities held by either Fund; (iii) the closure (“Early Closure”) on any Exchange Business Day of the relevant Exchange(s) on which any securities held by either Fund are traded prior to its Scheduled Closing Time unless such earlier closing time is announced by such Exchange(s) at least one hour prior to the earlier of: (a) the actual closing time for the regular trading session on such Exchange(s) on such Exchange Business Day; and (b) the submission deadline for orders to be entered into the Exchange system for execution at the close of trading on such Exchange Business Day; (iv) any event (other than an Early Closure) that disrupts or impairs (as determined by the Calculation Agent) the ability of market participants in general: (a) to effect transactions in, or obtain market values for, any securities held by either Fund; or (b) to effect transaction in, or obtain market values for, futures or options contracts relating to any securities held by either Fund; (v) the failure on any Exchange Business Day on which any securities held by either Fund are traded to open for trading during its regular trading session; (vi) except as otherwise agreed between a Fund investor and the Fund Manager and except as disclosed in either Fund’s disclosure documents, the non-execution or partial-execution by a Fund of a subscription order or redemption order given by a holder of any Units of either Fund or a refusal to transfer Units to an eligible transferee save where such non-execution, partial execution or refusal is the result of circumstances beyond the control of that Fund; (vii) except as otherwise disclosed in that Fund’s disclosure documents, any mandatory redemption or other reduction (actual or potential, as determined by the Calculation Agent in its sole discretion) in the number of Units held by any holder of such Units of either Fund for any reason beyond the control of such holder; (viii) any failure by the Fund Manager to calculate or publish the daily official net asset value per Unit of either Fund in a timely fashion; (ix) either Fund imposes in whole or in part any restriction, charge or fee in respect of a redemption or subscription of any securities of that Fund by any holder that would impact the performance of such securities (other than any restriction, charge or fee applicable to a holder of Units at the Issue Date); (x) the enactment, publication, decree or other promulgation of any statute, regulation, rule or order of any court or other governmental authority which would make it unlawful or impracticable for the Bank or the Calculation Agent to perform its obligations under the Notes or for equity dealers generally to acquire, establish, re-establish, substitute, maintain, unwind or modify hedges of positions in respect of any securities held by either Fund; (xi) the taking of any action by any governmental, administrative legislative or judicial authority or power of Canada or any other country, or any political subdivision thereof, which has a material adverse effect on the financial markets of Canada or a country in which any applicable Exchange is located; or (xii) any outbreak or escalation of hostilities or other national or international calamity or crisis (including, without limitation, natural calamities) which has or would have a material adverse effect on the ability of the Bank or the Calculation Agent to perform its obligations under the Notes or of equity dealers generally to place, maintain or modify hedges of positions with respect to any Unit or any securities held by either Fund or a material and adverse effect on the Canadian economy or the trading of securities generally on any relevant Exchange or Related Exchange.

**“Maturity Date”** means November 16, 2015.

**“Merger Event”** means, in respect of Units of either Fund, any: (i) reclassification or change of the Units that results in a transfer of or an irrevocable commitment to transfer all of the Units of such Fund outstanding to

another entity or person; (ii) consolidation, amalgamation, merger or binding share exchange of such Fund with or into another entity or person (other than a consolidation, amalgamation, merger or binding share exchange in which the Fund is the continuing entity and which does not result in a reclassification or change of all of such Units outstanding); (iii) takeover offer, tender offer, exchange offer, solicitation, proposal or other event by any entity or person to purchase or otherwise obtain 100% of the outstanding Units of such Fund that results in a transfer of or an irrevocable commitment to transfer all such Units (other than such Units owned or controlled by such other entity or person); or (iv) consolidation, amalgamation, merger or binding share exchange of such Fund or its subsidiaries with or into another entity in which such Fund is the continuing entity and which does not result in a reclassification or change of all such Units outstanding but results in the outstanding Units (other than Units owned or controlled by such other entity) immediately prior to such event collectively representing less than 50% of the outstanding Units immediately following such event (commonly referred to as a “reverse merger”).

“**Moody’s**” means Moody’s Investors Service, Inc.

“**Nationalization**” means, in respect of either Fund, that all such Units or all or substantially all of the assets of such Fund are nationalized, expropriated or otherwise required to be transferred to any governmental agency, authority or entity.

“**NAV**” has the meaning ascribed thereto under “Summary — Asset Allocation Calculation”.

“**NAV<sub>FINAL</sub>**” has the meaning ascribed thereto under “Summary — Variable Return Calculation”.

“**Net Proceeds**” means \$95.00 per Note.

“**Notes**” means The Bank of Nova Scotia — Beutel Goodman Equity Value Plus Deposit Notes (Return of Capital), Series 1 offered by this Information Statement.

“**Offering**” means the offering of the Notes described in this Information Statement.

“**Original Principal Amount**” means \$100 per Note.

“**Participants**” has the meaning ascribed thereto under “Summary — Book-Entry Only Registration”.

“**Portfolio**” has the meaning ascribed thereto under “Summary”.

“**Portfolio Performance**” has the meaning ascribed thereto under “Summary — Variable Return Calculation”.

“**Principal Outstanding**” means in respect of a Note on any day, the Original Principal Amount less all Quarterly Partial Principal Repayments paid to such date.

“**Principal Repayment Account**” means the book-entry account into which an amount equal to 1.25% of the Fund Account Value as of the close of business on each Quarterly Partial Principal Repayment Determination Date is notionally credited.

“**Principal Repayment Account Value**” means, at any time, the balance credited to the Principal Repayment Account through a liquidation of Fund Account assets divided by the number of Notes outstanding.

“**Program Fee**” has the meaning ascribed thereto under “Summary — Fees and Expenses”.

“**Protection Event**” has the meaning ascribed thereto under “Summary — Asset Allocation Calculation”.

“**Quarterly Partial Principal Repayment**” means a repayment of a portion of the Original Principal Amount of the Notes on a Quarterly Partial Principal Repayment Date equal to the Principal Repayment Account Value as of the close of business on the immediately preceding Quarterly Partial Principal Repayment Determination Date.

“**Quarterly Partial Principal Repayment Determination Date**” means the 14<sup>th</sup> day of February, May, August and November in each year during the term of the Notes or, if such day is not a Business Day, the next following Business Day, on which the Principal Repayment Account Value, if any, will be calculated in order to determine the amount of a Quarterly Partial Principal Repayment to be paid on the next following Quarterly Partial Principal Repayment Date.

**“Quarterly Partial Principal Repayment Date”** means a date, which shall be within 10 Business Days of the immediately preceding Quarterly Partial Principal Repayment Determination Date, on which a Quarterly Partial Principal Repayment is paid on the Notes.

**“Regulations”** has the meaning ascribed thereto under “Certain Canadian Federal Income Tax Considerations”.

**“Regulatory Event”** means any change or prospective change in, or in the interpretation or administration of, any law or regulation that applies or may apply to the Fund that may potentially adversely affect holders of Notes.

**“Replacement Event”** means, in respect of a Unit of a Fund, any event which, in the determination of the Calculation Agent, has adversely affected or may potentially adversely affect the liquidity of the Unit and may include, but is not limited to: (i) a Nationalization; (ii) an Insolvency; (iii) a Regulatory Event; (iv) any Merger Event in respect of such Fund; or (v) a Concentration Threshold Event that, in any case, is deemed by the Calculation Agent, in its sole discretion, to be a Replacement Event.

**“Replacement Fund”** means a security of an investment fund replacing a Unit of either Fund in the Portfolio upon the occurrence of a Replacement Event.

**“S&P”** means Standard & Poor’s, a division of The McGraw-Hill Companies, Inc.

**“Scotia Capital”** means, collectively, Scotia Capital Inc. and any of its affiliates and, where the context requires, “Scotia Capital” also refers to the global corporate and investment banking and capital markets products and services provided by the Bank and its affiliates.

**“Selling Agent”** means Scotia Capital Inc.

**“Selling Agent Fees”** has the meaning ascribed thereto under “Summary — Selling Expenses”.

**“Special Distribution”** means any distribution made by either Fund on Units, other than a Distribution.

**“Sub-Agent”** means Investor Cubed Inc.

**“Tax Proposals”** has the meaning ascribed thereto under “Certain Canadian Federal Income Tax Considerations”.

**“Undiscounted Fixed Amount”** has the meaning ascribed thereto under “Summary — Amount Payable at the Maturity Date”.

**“Units”** mean the Class A units of the Canadian Fund and units of the Global Fund and **“Units”** means either of them.

**“Variable Return”** has the meaning ascribed thereto under “Summary — Variable Return Calculation”.

**“Weightings”** mean the following percentages of the Fund Account Value represented by the Units of the corresponding Funds at inception and upon rebalancing on any Quarterly Partial Principal Repayment Date:

<u>Fund</u>	<u>Weighting</u>
Canadian Fund . . . . .	60%
Global Fund . . . . .	40%



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