

## Scotia Capital Creates Global Infrastructure Finance Group

TORONTO, Jan. 12 /CNW/ - Scotia Capital today announced the creation of the Global Infrastructure Finance group. This newly created business unit combines Scotia Capital's existing Infrastructure Advisory, Capital Markets and Lending groups into a single business unit providing full-service coverage for Canada, the United States and Latin America.

Leading the Global Infrastructure Finance group are Co-Heads Matt Giffen, who will continue to oversee the infrastructure advisory and capital markets team and Brian Maloney, who will be primarily responsible for the infrastructure lending team.

"Combining Infrastructure Advisory, Capital Markets and Infrastructure Finance into a cohesive team will enable us to achieve greater operational effectiveness with a more competitive platform," said Matt Giffen, Managing Director and Co-Head, Global Infrastructure Finance, Scotia Capital. "It also allows us to provide a seamless infrastructure platform to our clients."

Scotia Capital's new Global Infrastructure Finance group will enable the firm to:

- Provide both clients and Scotia Capital with valuable insights to the global infrastructure market;
- Serve clients more effectively with a seamless infrastructure platform and a unified approach to offering comprehensive financial solutions; and
- Enhance the client-centric approach for global clients that operate in multiple jurisdictions, requiring multiple services.

"The infrastructure advisory, capital markets and finance teams have always strived to improve the level of service we provide to our global clients," said Brian Maloney, Managing Director and Co-Head, Global Infrastructure Finance, Scotia Capital. "We believe this new integrated approach to providing expertise and financing will continue to enhance our service levels."

A subsidiary of Scotiabank, Scotia Capital offers lending, investment banking and capital markets products to corporate, government and institutional clients. It provides full-service coverage across the NAFTA region, as well as a niche focus in select markets globally, through two divisions: Global Capital Markets and Global Corporate and Investment Banking.

Scotia Capital has 28 offices and more than 300 relationship managers organized around industry specialties.

Scotiabank is one of North America's premier financial institutions and Canada's most international bank. With more than 69,000 employees, the Scotiabank Group and its affiliates serve approximately 12.5 million customers in some 50 countries around the world. Scotiabank offers a diverse range of products and services including personal, commercial, corporate and investment banking. With \$508 billion in assets (as at October 31, 2008), Scotiabank trades on the Toronto (BNS) and New York Exchanges (BNS). For more information please visit [www.scotiacapital.com](http://www.scotiacapital.com) or [www.scotiabank.com](http://www.scotiabank.com).

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