

Scotiabank New Chairman of London Gold Fixing

Scotiabank builds on reputation as Canada's most international bank and leading player in the world's gold market

Toronto, May 5, 2004 – Scotiabank today took over as Chairman of the London Gold Fixing – adding another milestone to the Bank's history of leadership in precious metals.

“Scotiabank is the most international of Canada's banks, and today's announcement affirms our high standing in the international financial community,” said Rick Waugh, President and CEO, Scotiabank Group. “This is the latest chapter in our international strategy and our leadership in the world's gold market.”

Scotiabank has a long history of providing innovative services in gold, including: metals loans, custodial services to central banks, and the introduction of gold certificates in Canada in 1958 when it became legal for citizens to hold gold.

Today, Scotiabank is the:

- Leading trader to the jewelry industry in Italy, India, the Middle East and Asia;
- Leading financial services provider to industrial users in North America and Europe;
- Major provider of financing to the North American mining sector.

Historically, the five members of the London Gold Fixing – Deutsche Bank, HSBC, Rothschild, ScotiaMocatta (Scotiabank's precious metals division), and Société Générale – have met twice a day to set the benchmark for the price of gold internationally. First established in 1919, the London Gold Fixing had been chaired by Rothschild for the past 85 years. Today's change in governance marks the first time a non-British bank has held the chair in the Fixing's history.

The London Gold Fixing will begin rotating the chair among members on an annual basis. In addition, the Fixing is also adopting new processes and technologies to further enhance this long established benchmark for the world's gold market. Beginning today, twice-daily teleconferencing is replacing the traditional face-to-face meetings of Fixing members.

“The members are committed to ensuring a smooth transition for the Fixing as we usher in these new technologies and processes,” said Barry Wainstein, Managing Director, Head of Foreign Exchange and ScotiaMocatta.

ScotiaMocatta, Scotiabank's precious metals division, is a global leader in precious metals trading and finance with roots dating back to 1671. In addition, ScotiaMocatta is Chairman of the London Silver Fixing, which has been in existence since 1897. ScotiaMocatta is also Chairman of the London Bullion Market Association (LBMA) –

the trade association that coordinates activities in the London bullion market, including interaction with its regulators.

Scotiabank Group is one of North America's premier financial institutions and Canada's most international bank. With approximately 48,000 employees, Scotiabank Group and its affiliates serve about 10 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 C\$281 billion in assets (as at January 31, 2004), Scotiabank trades on the Toronto (BNS) and New York (BNS) Stock Exchanges. For more information please visit www.scotiabank.com, www.scotiamocatta.com, or www.goldfixing.com.

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For further information:
David Scott
Scotiabank Public Affairs
(416) 866-6203