

GLOBAL LEADER IN OIL AND GAS M&A

Outstanding deals start with superior advice and providing our clients with in-depth market knowledge coupled with specialized technical expertise.

Most recently, Scotia Waterous¹ acted as a financial advisor to BHP Billiton on its acquisition of Petrohawk Energy Corporation for US\$15.1 billion. This historic transaction is the largest oil and gas M&A deal since 2009, and the largest non-Canadian deal ever advised by a member of a Canadian bank group.

Helping clients realize exceptional results is what matters most. At Scotia Waterous and Scotia Capital, it is our innovative approach, global reach and specific deal expertise that drive success for our clients.

When **insight matters**.™



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¹ Scotia Waterous is a division of Scotia Capital (USA) Inc., a U.S. registered broker-dealer.

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bhpbilliton

Advised on the acquisition of



US\$15,100,000,000

Financial Advisor

August 2011

> **Scotia Waterous**

#1 in the world in Total Oil and Gas M&A Deal Value

(Bloomberg, August 1, 2010 - July 31, 2011. Not including related party transactions)

> **Scotia Waterous**

Since 2006, executed more than US\$120B in oil and gas transactions worldwide

> **Scotia Capital**

Canada's Best Investment Bank
(Global Finance, 2009 - 2011)



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