

INVESTOR PRESENTATION

FOURTH QUARTER 2017

November 28, 2017



CAUTION REGARDING FORWARD-LOOKING STATEMENTS

Our public communications often include oral or written forward-looking statements. Statements of this type are included in this document, and may be included in other filings with Canadian securities regulators or the U.S. Securities and Exchange Commission, or in other communications. All such statements are made pursuant to the “safe harbor” provisions of the U.S. Private Securities Litigation Reform Act of 1995 and any applicable Canadian securities legislation. Forward-looking statements may include, but are not limited to, statements made in this document, the Management’s Discussion and Analysis in the Bank’s 2017 Annual Report under the headings “Outlook” and in other statements regarding the Bank’s objectives, strategies to achieve those objectives, the regulatory environment in which the Bank operates, anticipated financial results (including those in the area of risk management), and the outlook for the Bank’s businesses and for the Canadian, U.S. and global economies. Such statements are typically identified by words or phrases such as “believe,” “expect,” “anticipate,” “intent,” “estimate,” “plan,” “may increase,” “may fluctuate,” and similar expressions of future or conditional verbs, such as “will,” “may,” “should,” “would” and “could.”

By their very nature, forward-looking statements involve numerous assumptions, inherent risks and uncertainties, both general and specific, and the risk that predictions and other forward-looking statements will not prove to be accurate. Do not unduly rely on forward-looking statements, as a number of important factors, many of which are beyond the Bank’s control and the effects of which can be difficult to predict, could cause actual results to differ materially from the estimates and intentions expressed in such forward-looking statements. These factors include, but are not limited to: the economic and financial conditions in Canada and globally; fluctuations in interest rates and currency values; liquidity and funding; significant market volatility and interruptions; the failure of third parties to comply with their obligations to the Bank and its affiliates; changes in monetary policy; legislative and regulatory developments in Canada and elsewhere, including changes to, and interpretations of tax laws and risk-based capital guidelines and reporting instructions and liquidity regulatory guidance; changes to the Bank’s credit ratings; operational (including technology) and infrastructure risks; reputational risks; the risk that the Bank’s risk management models may not take into account all relevant factors; the accuracy and completeness of information the Bank receives on customers and counterparties; the timely development and introduction of new products and services; the Bank’s ability to expand existing distribution channels and to develop and realize revenues from new distribution channels; the Bank’s ability to complete and integrate acquisitions and its other growth strategies; critical accounting estimates and the effects of changes in accounting policies and methods used by the Bank as described in the Bank’s annual financial statements (See “Controls and Accounting Policies—Critical accounting estimates” in the Bank’s 2017 Annual Report) and updated by quarterly reports; global capital markets activity; the Bank’s ability to attract and retain key executives; reliance on third parties to provide components of the Bank’s business infrastructure; unexpected changes in

consumer spending and saving habits; technological developments; fraud by internal or external parties, including the use of new technologies in unprecedented ways to defraud the Bank or its customers; increasing cyber security risks which may include theft of assets, unauthorized access to sensitive information or operational disruption; anti-money laundering; consolidation in the financial services sector in Canada and globally; competition, both from new entrants and established competitors; judicial and regulatory proceedings; natural disasters, including, but not limited to, earthquakes and hurricanes, and disruptions to public infrastructure, such as transportation, communication, power or water supply; the possible impact of international conflicts and other developments, including terrorist activities and war; the effects of disease or illness on local, national or international economies; and the Bank’s anticipation of and success in managing the risks implied by the foregoing. A substantial amount of the Bank’s business involves making loans or otherwise committing resources to specific companies, industries or countries. Unforeseen events affecting such borrowers, industries or countries could have a material adverse effect on the Bank’s financial results, businesses, financial condition or liquidity. These and other factors may cause the Bank’s actual performance to differ materially from that contemplated by forward-looking statements. For more information, see the “Risk Management” section of the Bank’s 2017 Annual Report.

Material economic assumptions underlying the forward-looking statements contained in this document are set out in the 2017 Annual Report under the headings “Outlook”, as updated by quarterly reports. The “Outlook” sections are based on the Bank’s views and the actual outcome is uncertain. Readers should consider the above-noted factors when reviewing these sections. The preceding list of factors is not exhaustive of all possible risk factors and other factors could also adversely affect the Bank’s results. When relying on forward-looking statements to make decisions with respect to the Bank and its securities, investors and others should carefully consider the preceding factors, other uncertainties and potential events. The forward-looking statements contained in this document are presented for the purpose of assisting the holders of the Bank’s securities and financial analysts in understanding the Bank’s financial position and results of operations as at and for the periods ended on the dates presented, as well as the Bank’s financial performance objectives, vision and strategic goals, and may not be appropriate for other purposes. Except as required by law, the Bank does not undertake to update any forward-looking statements, whether written or oral, that may be made from time to time by or on its behalf.

SCOTIABANK OVERVIEW

Brian Porter

President & Chief Executive Officer

FISCAL 2017 OVERVIEW

Strong full year results

MEDIUM TERM FINANCIAL OBJECTIVES

	Objectives	2017 Results
EPS Growth	5-10%	8% ¹
ROE	14%+	14.6%
Operating Leverage	Positive	-0.2% ¹
Capital Levels	Strong Levels	11.5%

▶ Key Highlights

- **Strong performance across business lines**
- **Results in-line with medium term objectives**
- **Structural cost initiatives progressing well ahead of plan and continuing to invest in the business**
- **Improved credit performance**
- **Capital position remains strong**
- **Annual dividend increased a cumulative 5 cents or 6% during the year**

¹ Adjusting for restructuring charge of \$278 million after-tax (\$378 million before-tax) in Q2/16

FINANCIAL REVIEW

Sean McGuckin

Chief Financial Officer

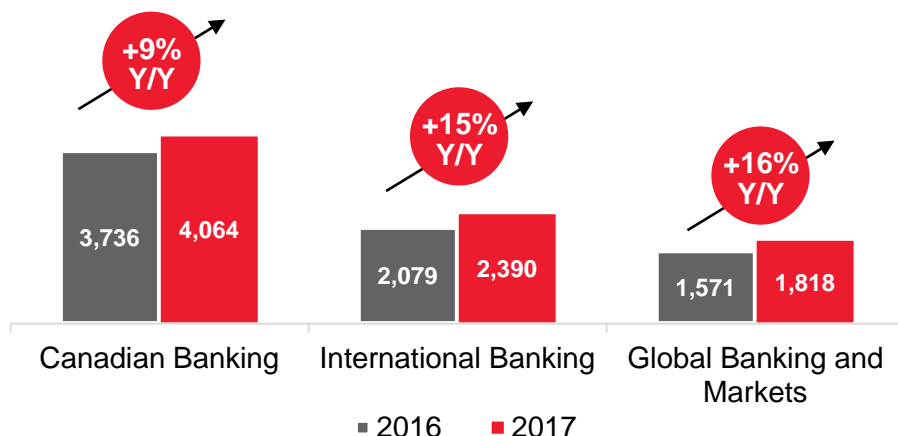
FISCAL 2017 FINANCIAL PERFORMANCE - ANNUAL

\$MM, except EPS	2017	Y/Y ¹
Net Income	\$8,243	+8%
Diluted EPS	\$6.49	+8%
Revenue	\$27,155	+3%
Expenses	\$14,630	+3%
Productivity Ratio	53.9%	+20bps
Core Banking Margin	2.46%	+8bps
PCL Ratio	45bps	-5bps

▶ YEAR-OVER-YEAR HIGHLIGHTS¹

- **Diluted EPS grew 8%**
- **Revenue up 3%**
 - Asset growth and higher core banking margin
 - Higher banking, wealth management and insurance
 - Lower trading and net gain on sale of businesses
 - Lower net gains on investment securities only partially offset by higher gains on sale of real estate
- **Expense growth of 3%**
 - Technology costs and professional fees
 - Employee-related costs and impact of acquisitions
- **FY2017 operating leverage was flat**
 - Structural cost transformation savings of approximately \$500 million for the year, ahead of \$350 million target
 - Contributed to low all-bank expense growth despite large technology and digital investments
- **PCL ratio improved 5 bps**
 - Lower energy related credit losses

NET INCOME¹ BY BUSINESS SEGMENT (\$MM)

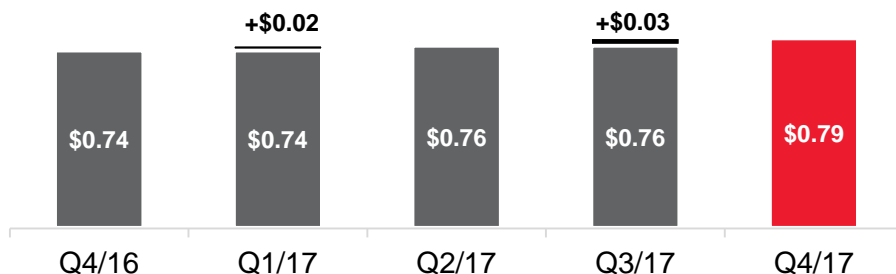


¹ Adjusting for restructuring charge of \$278 million after-tax (\$378 million before-tax) in Q2/16

Q4 2017 FINANCIAL PERFORMANCE – QUARTERLY

\$MM, except EPS	Q4/17	Y/Y	Q/Q
Net Income	\$2,070	+3%	-2%
Diluted EPS	\$1.64	+4%	-1%
Revenue	\$6,812	+1%	-1%
Expenses	\$3,668	+1%	-
Productivity Ratio	53.8%	-30bps	+50bps
Core Banking Margin	2.44%	+4bps	-2bps
PCL Ratio	42bps	-3bps	-3bps

DIVIDENDS PER COMMON SHARE



■ Announced dividend increase

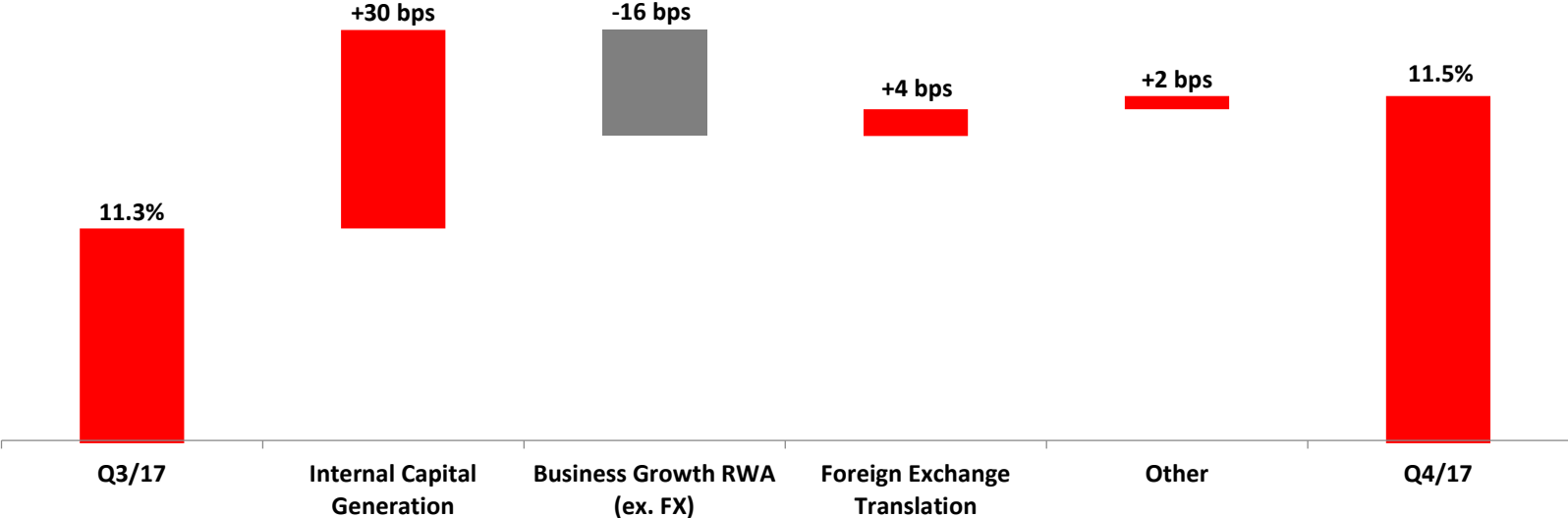
▶ YEAR-OVER-YEAR HIGHLIGHTS

- **Diluted EPS grew 4%**
- **Revenue up 1%**
 - Asset growth in retail and commercial lending
 - Higher core banking margin
 - Higher card revenues and net gains on investment securities
 - Partly offset by lower trading, lower fee and commission revenue from sale of HollisWealth and lower gains on sale of real estate
- **Expense growth up 1%**
 - Investments in technology, digital banking, and other initiatives
 - Higher employee-related costs
 - Partly offset by savings from structural cost transformation and impact from sale of HollisWealth
- **PCL ratio improved 3 bps**
 - Improvement across all three business lines

¹ Adjusting for restructuring charge of \$278 million after-tax (\$378 million before-tax) in Q2/16

STRONG CAPITAL POSITION

CET1 ratio of 11.5%



- Strong CET1 ratio of 11.5%, an increase of 20 bps Q/Q
- CET1 risk-weighted assets increased 3% or \$11 billion

IFRS 9

Underlying credit performance remains strong, but expect greater volatility from IFRS 9

TIMING

- Prospective adoption effective November 1, 2017
- First set of interim financial statements under IFRS 9 for the three months ended January 31, 2018 (fiscal Q1/18)

DISCLOSURE

- Adjustment to opening balance sheet through retained earnings
- No restatement of prior period comparative statements

TRANSITION IMPACT

- Reduction of total shareholders equity by approximately \$600 million after-tax
- A reduction of CET1 ratio of 15 bps, mainly from the transition adjustment's impact on shareholder's equity and deferred tax assets

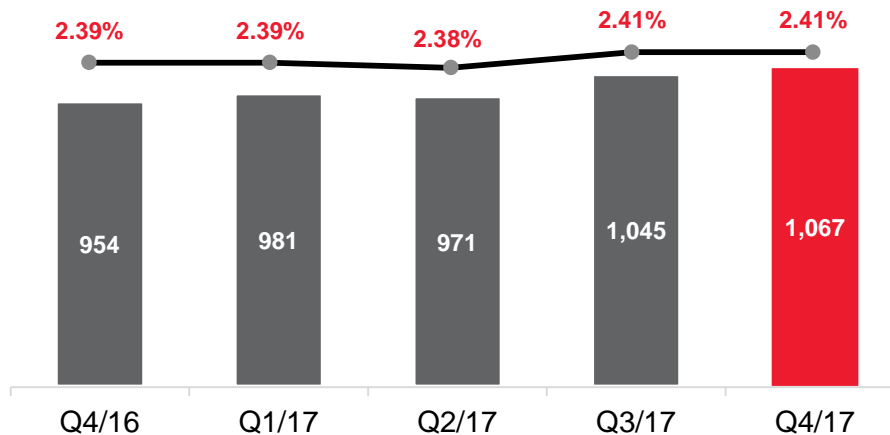
CANADIAN BANKING

Strong loan growth, margin expansion and positive operating leverage

FINANCIAL PERFORMANCE AND METRICS¹ (\$MM)

	Q4/17	Y/Y	Q/Q
Revenue	\$3,265	+5%	-
Expenses	\$1,629	+1%	-
PCLs	\$218	-	-3%
Net Income	\$1,067	+12%	+2%
Productivity Ratio	49.9%	-190bps	-10bps
Net Interest Margin	2.41%	+2bps	-
PCL Ratio	0.27%	-1bp	-1bps

NET INCOME¹ (\$MM) AND NIM (%)



¹ Attributable to equity holders of the Bank

² Adjusted for the Tangerine run-off mortgage portfolio

▶ YEAR-OVER-YEAR HIGHLIGHTS

- **Net income up 12%**
 - +7% was attributed to the HollisWealth gain
 - Strong asset and solid deposit growth
- **Loan growth of 6%, or 7%, adjusting for the Tangerine run-off mortgage portfolio**
 - Residential mortgages up 6%²
 - Business loans up 13%
- **Deposits up 3%**
- **NIM up 2 bps**
 - Driven by rising rate environment and changes in business mix
- **PCL ratio improved by 1 bp**
- **Expenses up 1%**
 - Higher investments in digital and technology
 - Partially offset by savings realized from cost reduction initiatives and lower expenses from the sale of HollisWealth
- **Operating leverage of +2.9% for the year**

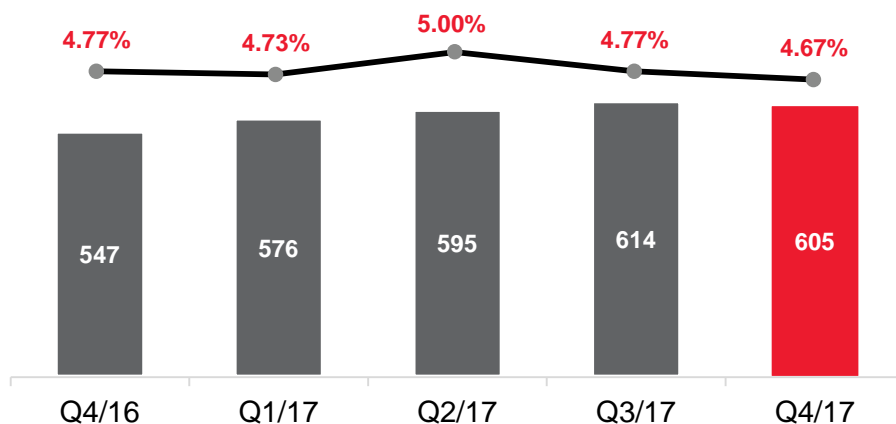
INTERNATIONAL BANKING

Solid volume growth and positive operating leverage

FINANCIAL PERFORMANCE AND METRICS¹ (\$MM)

	Q4/17	Y/Y	Q/Q
Revenue	\$2,565	+3%	-3%
Expenses	\$1,395	-1%	-3%
PCLs	\$310	+5%	-5%
Net Income	\$605	+11%	-1%
Productivity Ratio	54.4%	-210bps	-10bps
Net Interest Margin	4.67%	-10bps	-10bps
PCL Ratio	1.14%	-1bps	-2bps

NET INCOME¹ (\$MM) AND NIM (%)



¹ Attributable to equity holders of the Bank

² Adjusting for foreign currency translation

YEAR-OVER-YEAR HIGHLIGHTS

- **Net Income up 11% or 8%²**
 - Strong asset and deposit growth
 - Good expense control
 - Lower tax benefits and lower contribution from affiliates
- **Loans up 7% or 10%²**
 - Latin America loan growth up 15%² Y/Y
- **Deposits up 7% or 11%²**
- **NIM down 10 bps**
 - Changes in business mix, including strong commercial loan growth
 - Lower net inflation impacts
- **PCL ratio improved by 1 bp**
- **Expenses down 1% or up 2%²**
 - Volume growth and inflation
 - Higher investments in digital and technology
 - Offset by savings from cost reduction initiatives and foreign currency translation
- **Operating leverage of +3.3% for the year**

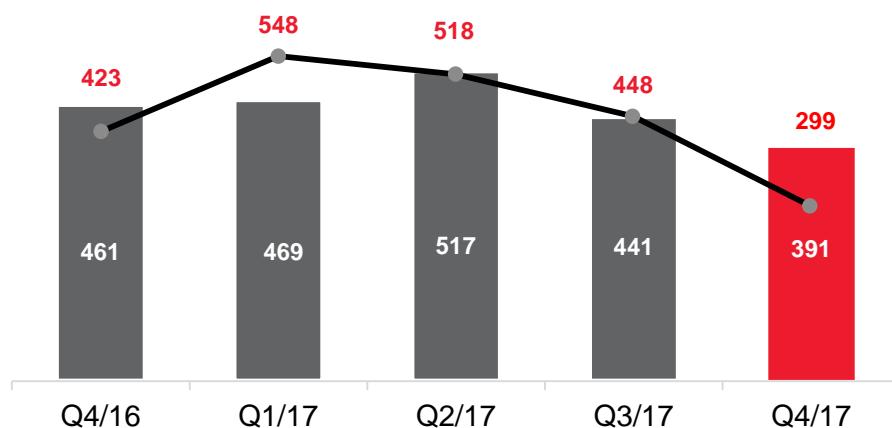
GLOBAL BANKING AND MARKETS

Higher contributions from equities and improved credit performance

FINANCIAL PERFORMANCE AND METRICS¹ (\$MM)

	Q4/17	Y/Y	Q/Q
Revenue	\$1,089	-7%	-3%
Expenses	\$569	+7%	+7%
PCLs	\$8	-79%	-67%
Net Income	\$391	-15%	-11%
Productivity Ratio	52.3%	+690bps	+490bps
Net Interest Margin	1.88%	+10bps	+12bp
PCL Ratio	0.04%	-15bps	-7bps

NET INCOME¹ AND TRADING INCOME² (\$MM)



¹ Attributable to equity holders of the Bank

² Trading income on an all-bank basis

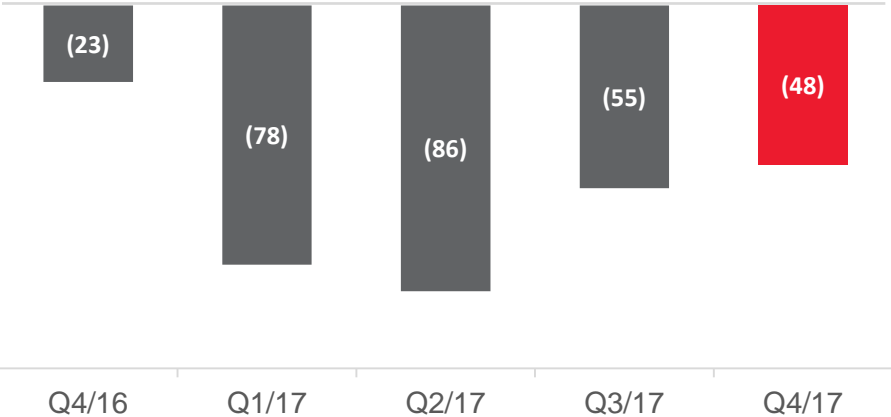
▶ YEAR-OVER-YEAR HIGHLIGHTS

- **Net Income down 15%**
 - Higher equities and Canadian corporate banking
 - More than offset by lower results in fixed income, precious metals and negative impact of foreign currency translation
- **PCL ratio improved by 15 bps**
 - Lower provisions in U.S., Asia and Canada
- **Expenses up 7%**
 - Regulatory and compliance costs
 - Technology investments
 - Partly offset by lower performance-related and share-based compensation

OTHER SEGMENT¹

Results reflect lower net gains

NET INCOME² (\$MM)



▶ YEAR-OVER-YEAR HIGHLIGHTS

- Lower net gain on investment securities and real estate gains
- Partly offset by lower expenses

¹ Includes Group Treasury, smaller operating segments, and other corporate items which are not allocated to a business line. The results primarily reflect the net impact of asset/liability management activities

² Attributable to equity holders of the Bank

RISK REVIEW

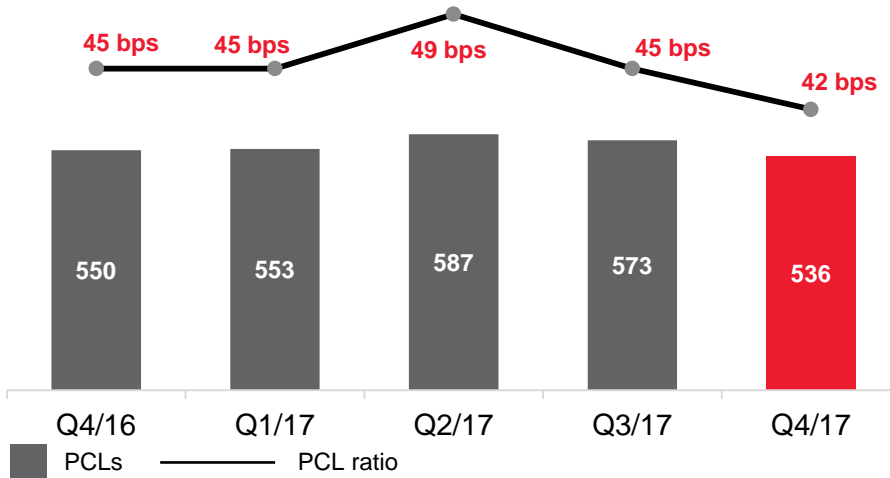
Daniel Moore

Chief Risk Officer

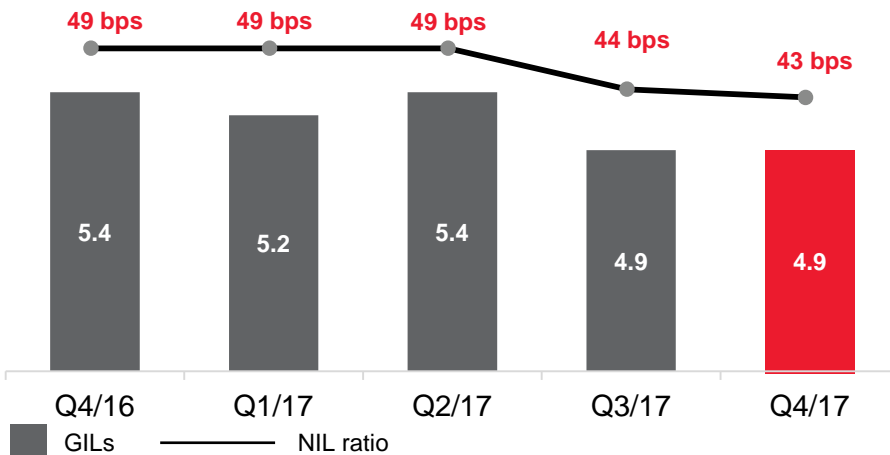
RISK REVIEW

Overall credit fundamentals are within expectations

PCLs (\$MM) AND PCL RATIO (bps)



GILs¹ (\$B) AND NIL RATIO (bps)



▶ YEAR-OVER-YEAR HIGHLIGHTS

- **PCLs and PCL ratio both improved, as well as Q/Q**
 - Canada has stabilized and delinquency rates improved across all product categories
 - Improved loss rates in Canadian and International retail and commercial
 - Global Banking and Markets loss rate at 4 bps
 - Cumulative energy loan loss ratio of 2.1% below our committed 3% guidance through 2015 and 2017
- **Gross impaired loans improved 1% Q/Q¹**
 - Net impaired loan loss ratio improved by 1 bp Q/Q to 0.43%
 - Lower retail, commercial and wholesale gross impaired loans across all business lines

¹ Excludes loans acquired under the Federal Deposit Insurance Corporation (FDIC) guarantee related to the acquisition of R-G Premier Bank of Puerto Rico.

PCL RATIOS

Improvement across all three business lines

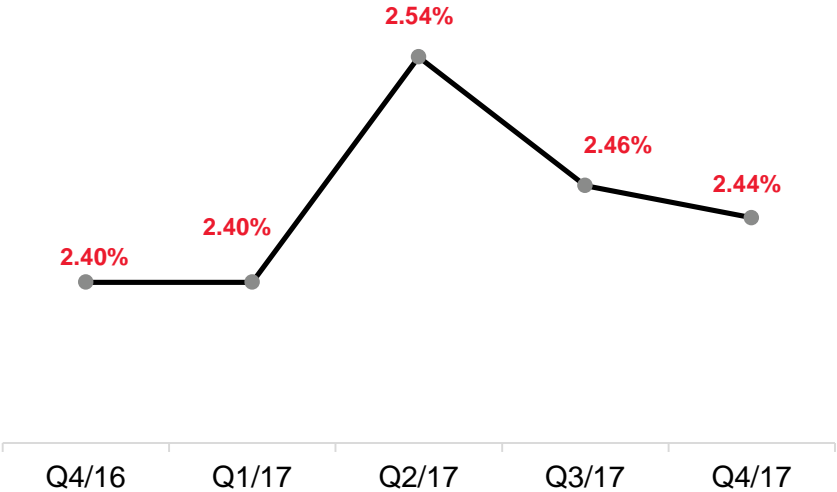
(Total PCL as a % of Average Net Loans & Acceptance)	Q4/16	Q1/17	Q2/17	Q3/17	Q4/17
Canadian Banking					
Retail	0.31	0.32	0.34	0.31	0.30
Commercial	0.14	0.21	0.14	0.09	0.07
Total	0.28	0.30	0.31	0.28	0.27
Total – Excluding Net Acquisition Benefit	0.29	0.31	0.32	0.29	0.28
International Banking					
Retail	2.01	2.10	2.19	2.08	2.00
Commercial	0.33	0.35	0.51	0.31	0.32
Total	1.15	1.21	1.33	1.16	1.14
Total – Excluding Net Acquisition Benefit	1.32	1.32	1.45	1.27	1.34
Global Banking & Markets	0.19	0.04	0.01	0.11	0.04
All Bank	0.45	0.45	0.49	0.45	0.42

APPENDIX

DILUTED EPS RECONCILIATION

\$ Per Share	Q4/17
Reported Diluted EPS	\$1.64
Add: Amortization of Acquisition and Intangibles	\$0.01
Adjusted Diluted EPS	\$1.65

CORE BANKING MARGIN



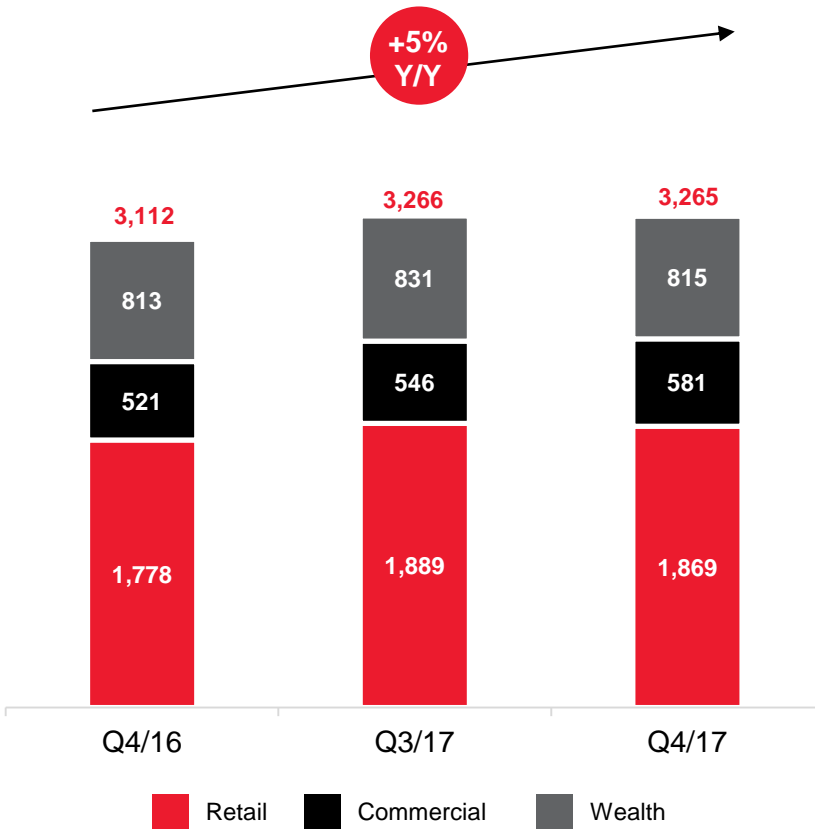
▶ YEAR-OVER-YEAR HIGHLIGHTS

- Lower margins in International Banking given asset mix changes and lower inflation
- Partly offset by wider margins in Canadian Banking

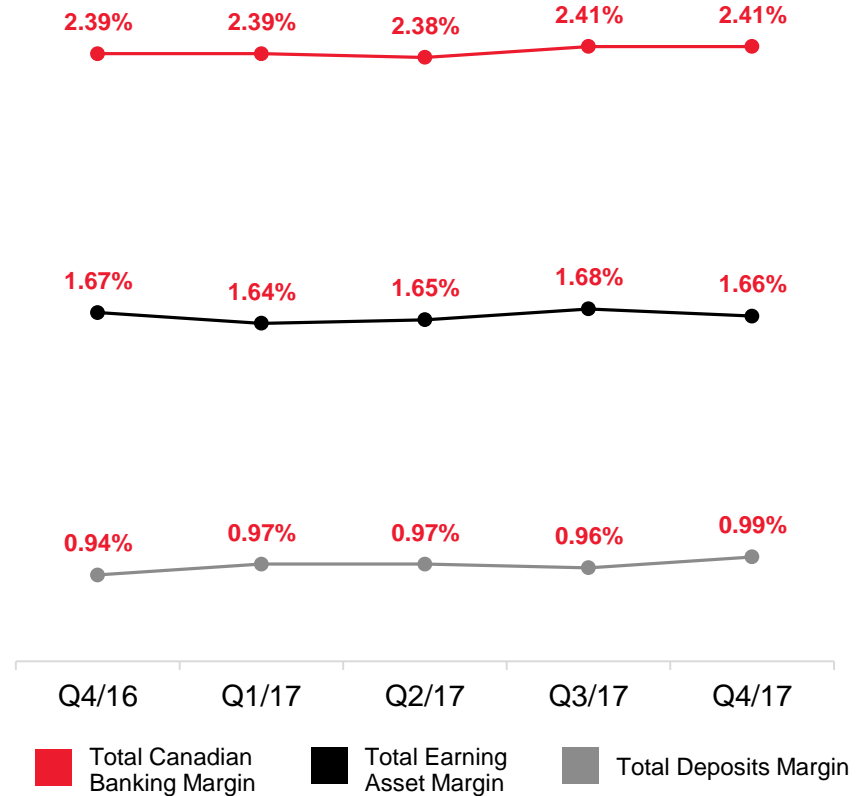
CANADIAN BANKING – REVENUE GROWTH AND NIM

Good retail and commercial revenue growth

REVENUE (TEB) (\$MM)



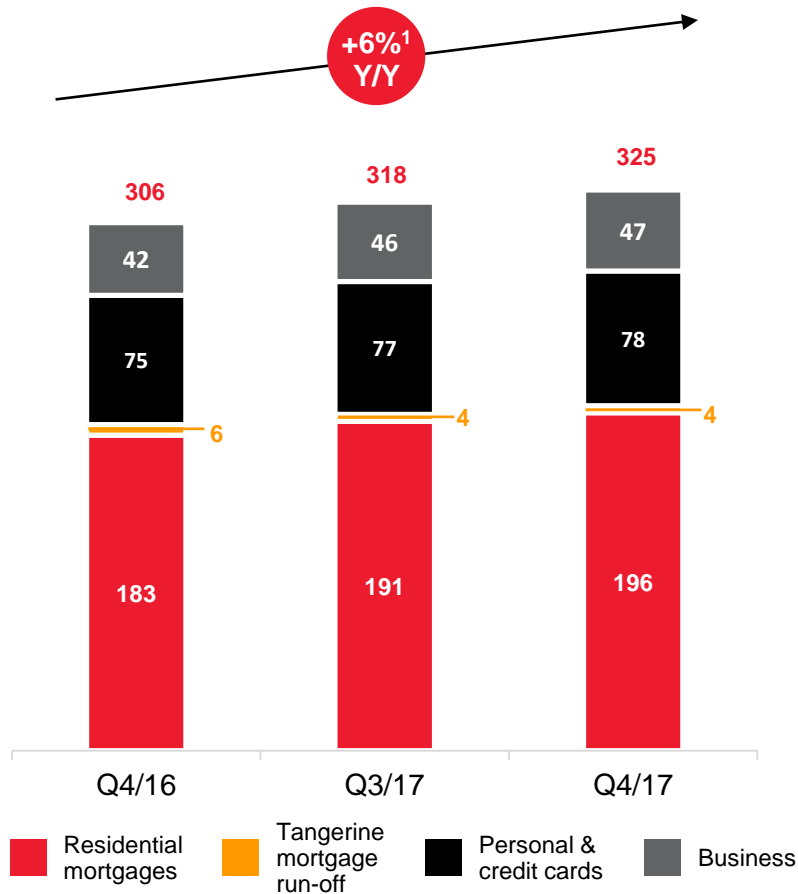
NIM (%)



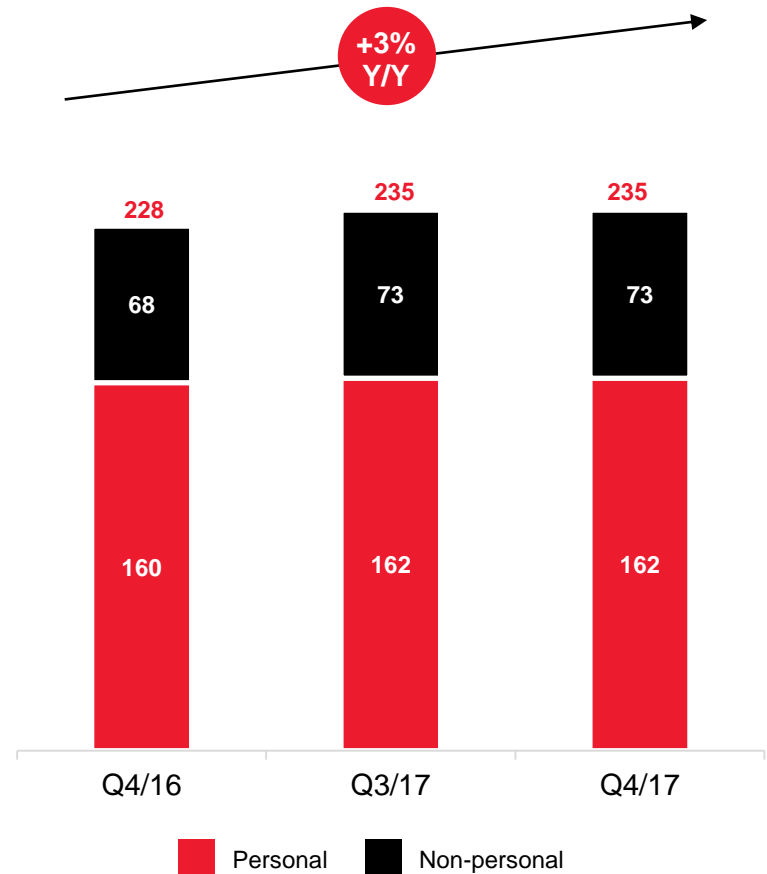
CANADIAN BANKING – VOLUME GROWTH

Strong business and residential mortgage growth, and continue to grow retail deposits

AVERAGE LOANS & ACCEPTANCES (\$B)



AVERAGE DEPOSITS (\$B)

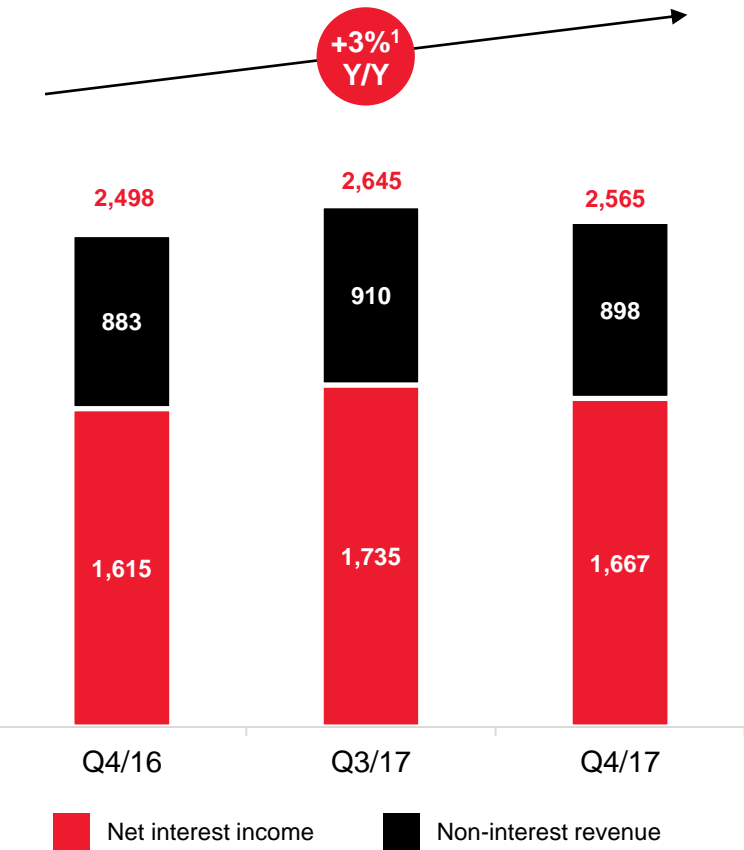


¹ Adjusting for Tangerine run-off portfolio, loans & acceptances increased 7% year over year

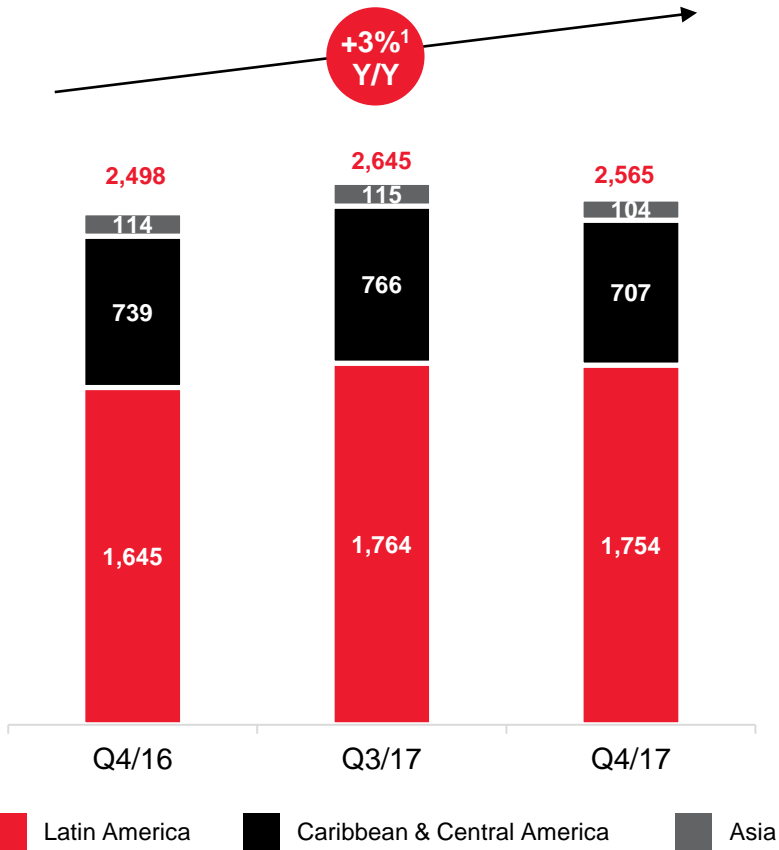
INTERNATIONAL BANKING – REVENUE GROWTH

Latin America continues to deliver revenue growth

BY TYPE (TEB) (\$MM)



BY REGION (TEB) (\$MM)

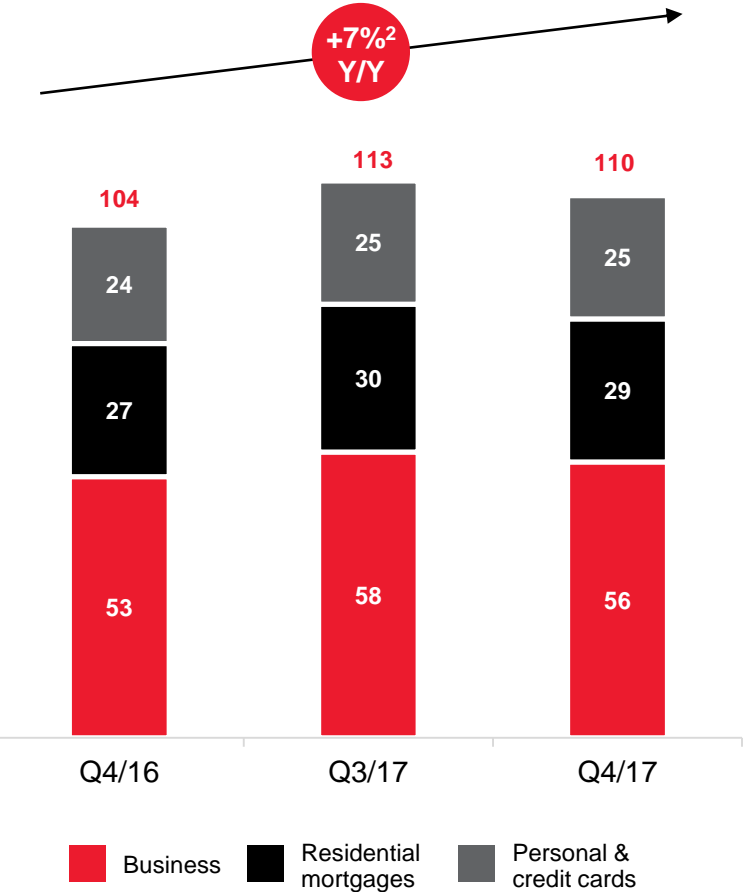


¹ Revenue growth of 4% Y/Y on a constant currency basis

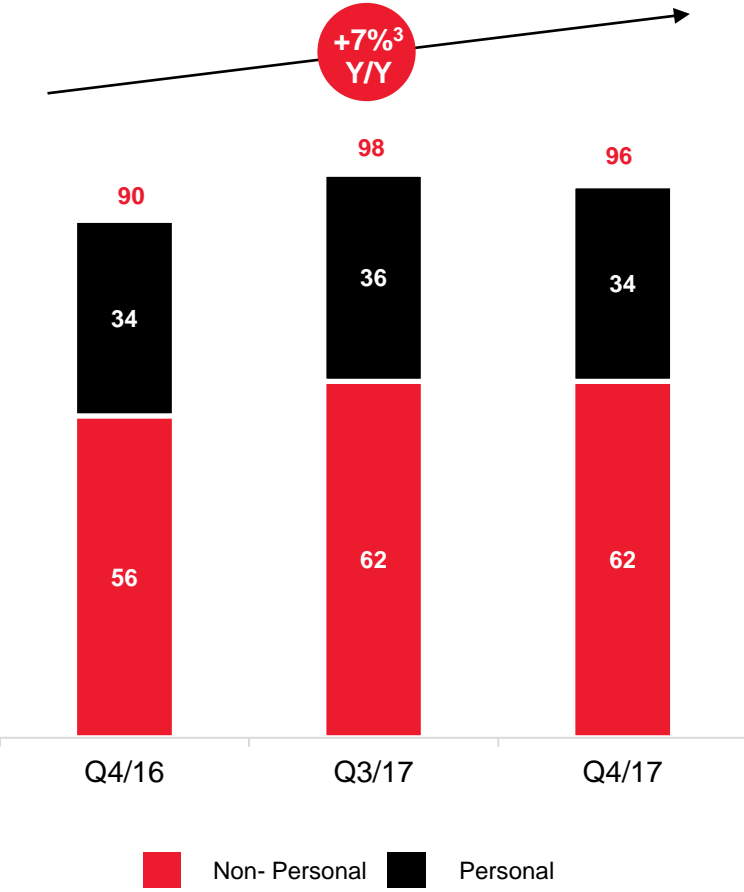
INTERNATIONAL BANKING – VOLUME GROWTH

Balanced loan and deposit growth

AVERAGE LOANS & ACCEPTANCES (\$B)



AVERAGE DEPOSITS¹ (\$B)

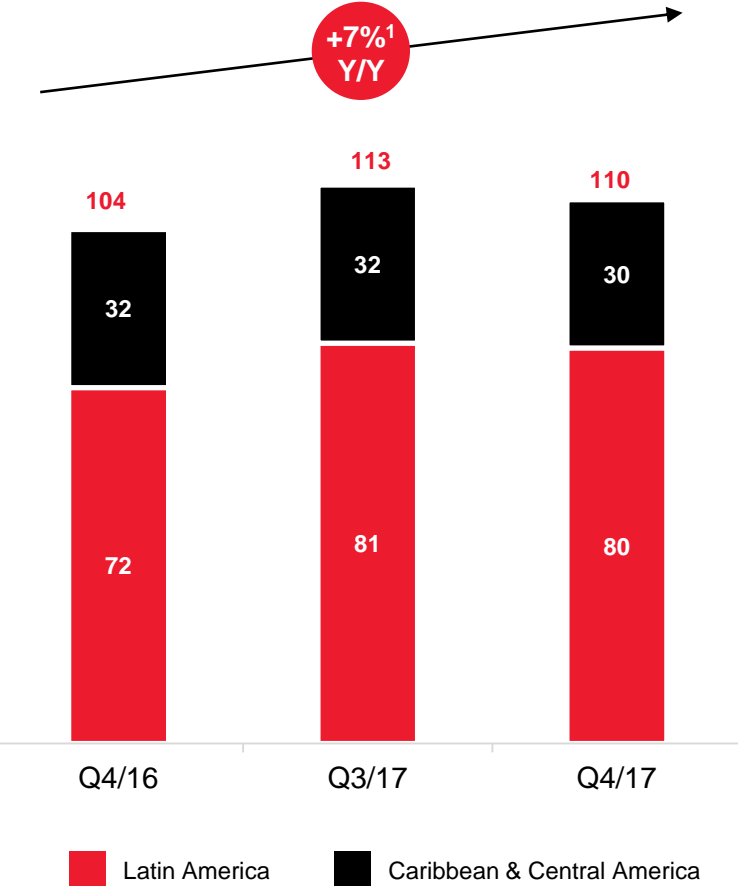


¹ Includes deposits from banks
² Average loans & acceptances growth of 10% Y/Y on a constant currency basis
³ Average deposits growth of 11% Y/Y on a constant currency basis

INTERNATIONAL BANKING – REGIONAL LOAN GROWTH

Strong loan and deposit growth partially offset by negative FX translation

AVERAGE LOANS & ACCEPTANCES (\$B)



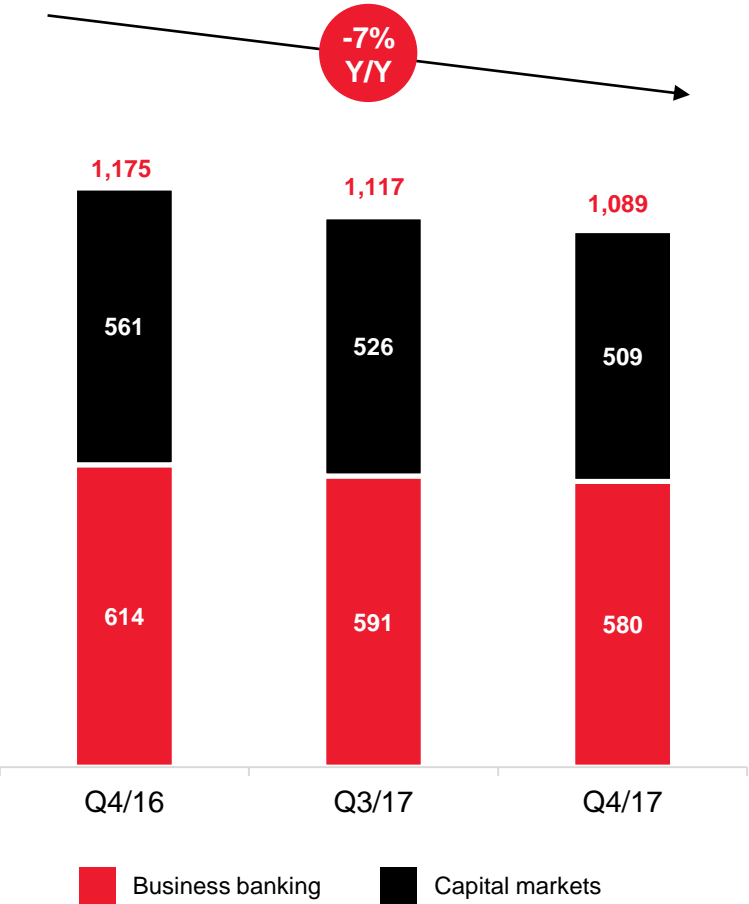
CONSTANT FX LOAN VOLUMES, Y/Y

	Retail	Commercial ²	Total
Latin America	13%	16%	15%
C&CA	-1%	-	-1%
Total	8%	12%	10%

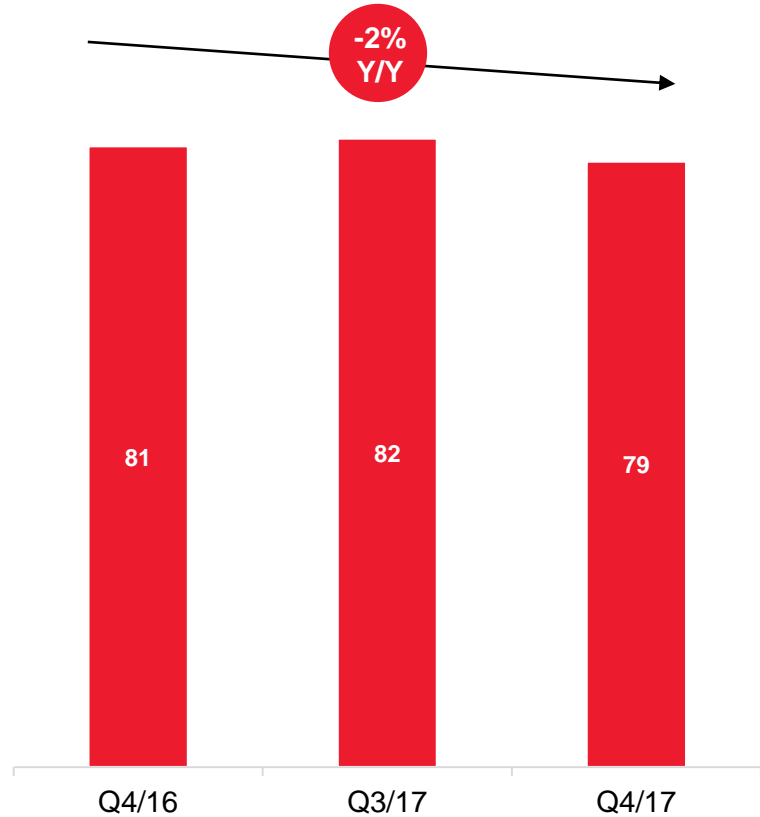
¹ Average loans & acceptances growth of 10% on a constant currency basis
² Excludes bankers acceptances

GLOBAL BANKING AND MARKETS – REVENUE AND VOLUME GROWTH

REVENUE (TEB) (\$MM)









AVERAGE LOANS & ACCEPTANCES (\$B)



ECONOMIC OUTLOOK IN KEY MARKETS

Macro economic growth improving for Pacific Alliance countries

		Real GDP (Annual % Change)			
Country		2000-15 Avg.	2016A	2017F	2018F
	Mexico	2.4	2.3	2.4	2.7
	Peru	5.1	4.0	2.5	3.7
	Chile	4.1	1.6	1.4	2.8
	Colombia	4.0	2.0	1.6	2.5
		2000-16 Avg.	2016A	2017F	2018F
	Canada	2.1	1.5	3.1	2.2
	U.S.	1.9	1.5	2.2	2.4

ENERGY EXPOSURES¹

Well managed and performance better than expected

**COMMITTED TO OUR GUIDANCE
OF A CUMULATIVE PCL RATIO
OF **LESS THAN 3%**² SINCE 2015**

- Cumulative PCL ratio of 2.1% as of Q4/17²
- Risk of loss has declined in this sector

**DRAWN CORPORATE
ENERGY EXPOSURE
OF \$15.5 BILLION
INCREASED 1.2% Q/Q³**

- Approximately 55% investment grade

**UNDRAWN COMMITMENTS OF
\$13.1 BILLION **INCREASED 10.0%** Q/Q³**

- Approximately 75% investment grade

¹ Exposures relate to loans and acceptances outstanding as of October 31, 2017 and to undrawn commitments attributed/related to those drawn loans and acceptances.

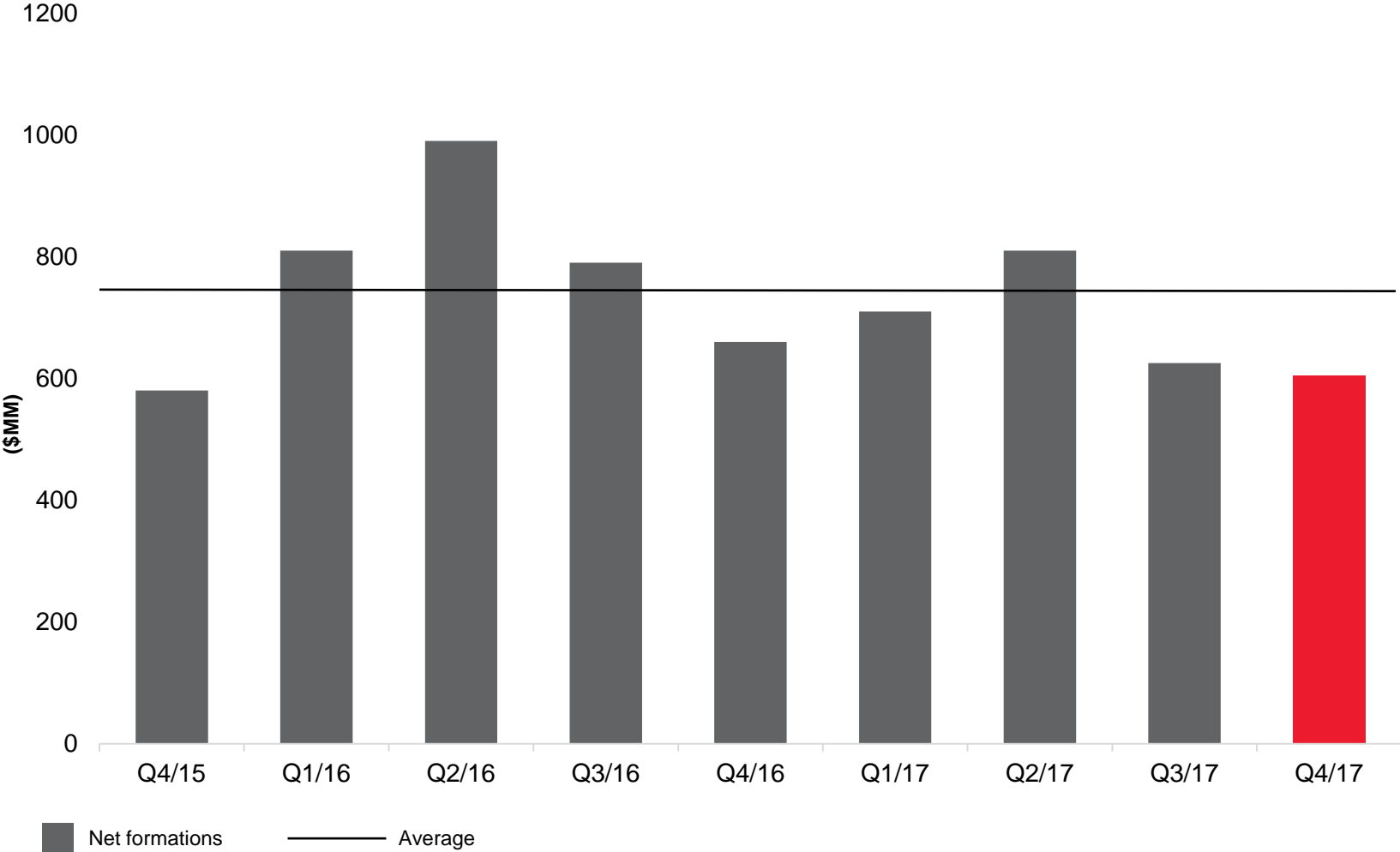
² Cumulative PCL ratio by sector is calculated as total PCLs over the period Q1/15 – Q4/17 divided by the average quarterly exposure over the period Q1/15 – Q4/17.

³ Quarter-over-quarter impact is calculated on a constant currency basis. Inclusive of FX changes drawn exposures increased 4.0% and undrawn commitments decreased 12.0%.

PROVISIONS FOR CREDIT LOSSES

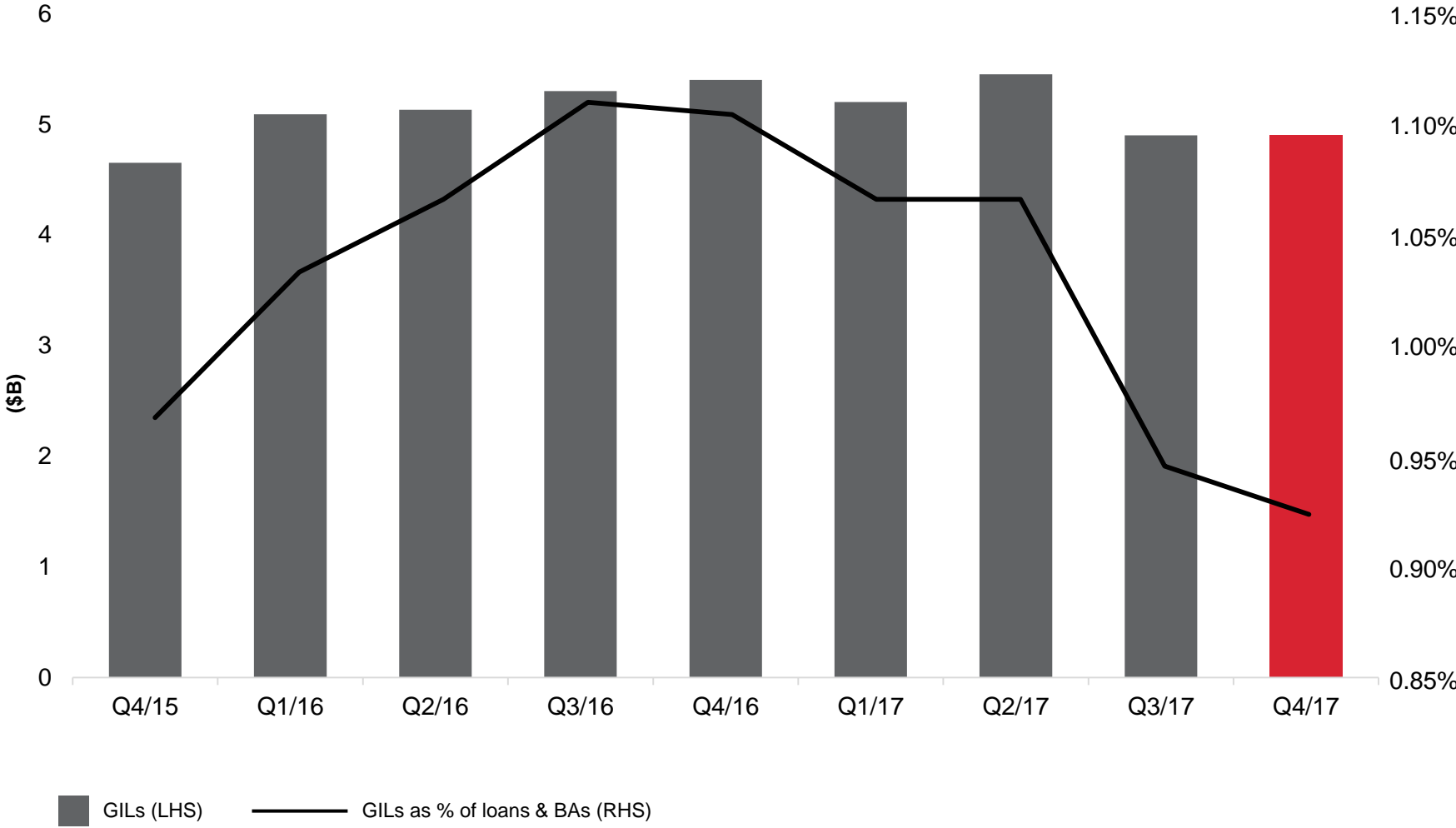
(\$MM)	Q4/16	Q1/17	Q2/17	Q3/17	Q4/17
Canadian Retail	203	213	220	214	210
Canadian Commercial	14	22	16	10	8
Total Canadian Banking	217	235	236	224	218
Total – Excluding net acquisition benefit	221	240	247	232	224
International Retail	251	265	280	280	265
International Commercial	43	45	69	45	45
Total International Banking	294	310	349	325	310
Total – Excluding net acquisition benefit	337	340	380	355	365
Global Banking and Markets	39	8	2	24	8
All Bank	550	553	587	573	536
All Bank – Excluding net Acquisition benefit	597	588	629	611	597
Increase in Collective Allowance	0	0	0	0	0
All Bank	550	553	587	573	536
PCL Ratio (BPS) – Total PCLs as a % of Average Net Loans & Acceptances					
Excluding Collective Allowance	45	45	49	45	42
Including Collective Allowance	45	45	49	45	42

NET FORMATIONS OF IMPAIRED LOANS¹



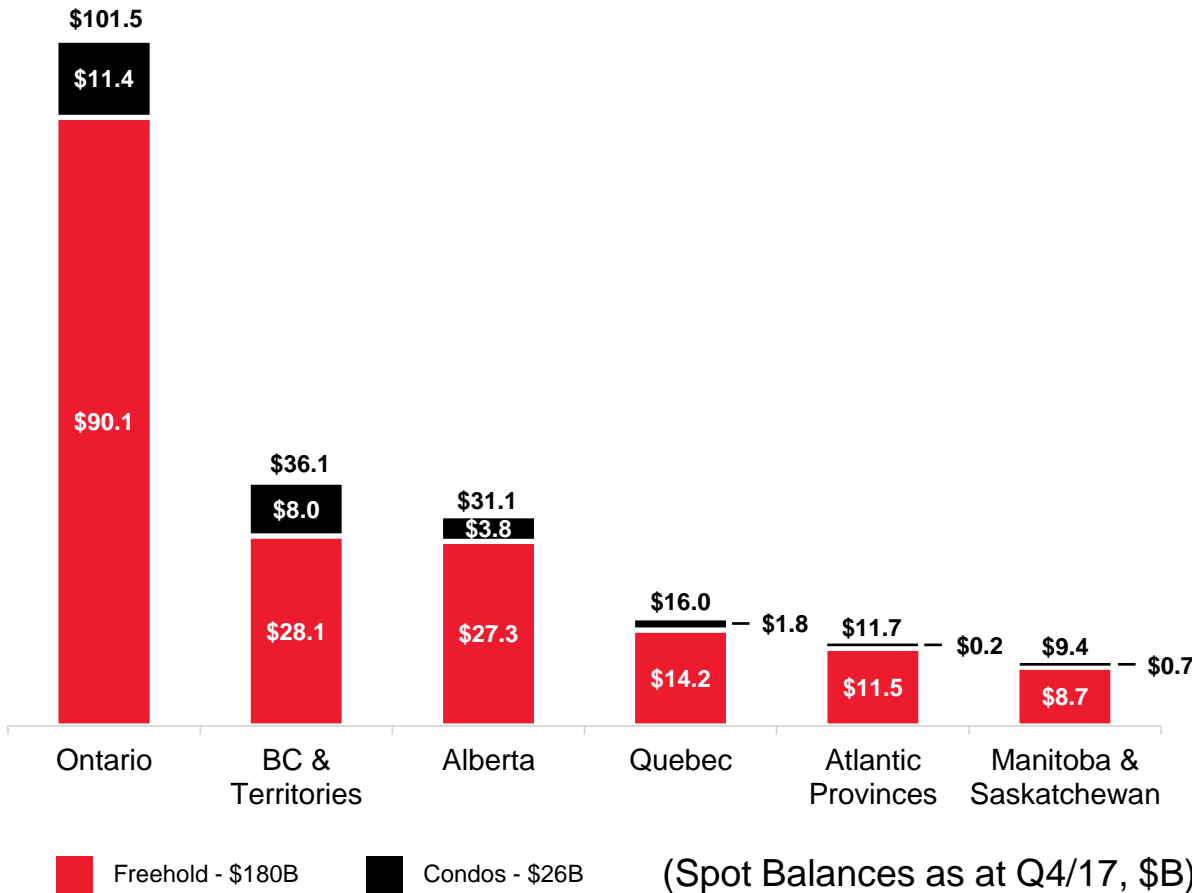
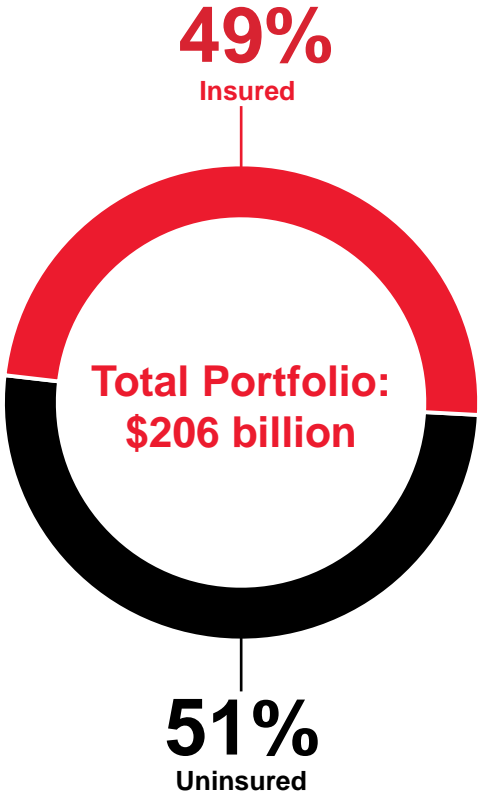
¹ Excludes loans acquired under the Federal Deposit Insurance Corporation (FDIC) guarantee related to the acquisition of R-G Premier Bank of Puerto Rico.

GROSS IMPAIRED LOANS¹



¹ Excludes loans acquired under the Federal Deposit Insurance Corporation (FDIC) guarantee related to the acquisition of R-G Premier Bank of Puerto Rico.

CANADIAN RESIDENTIAL MORTGAGE PORTFOLIO

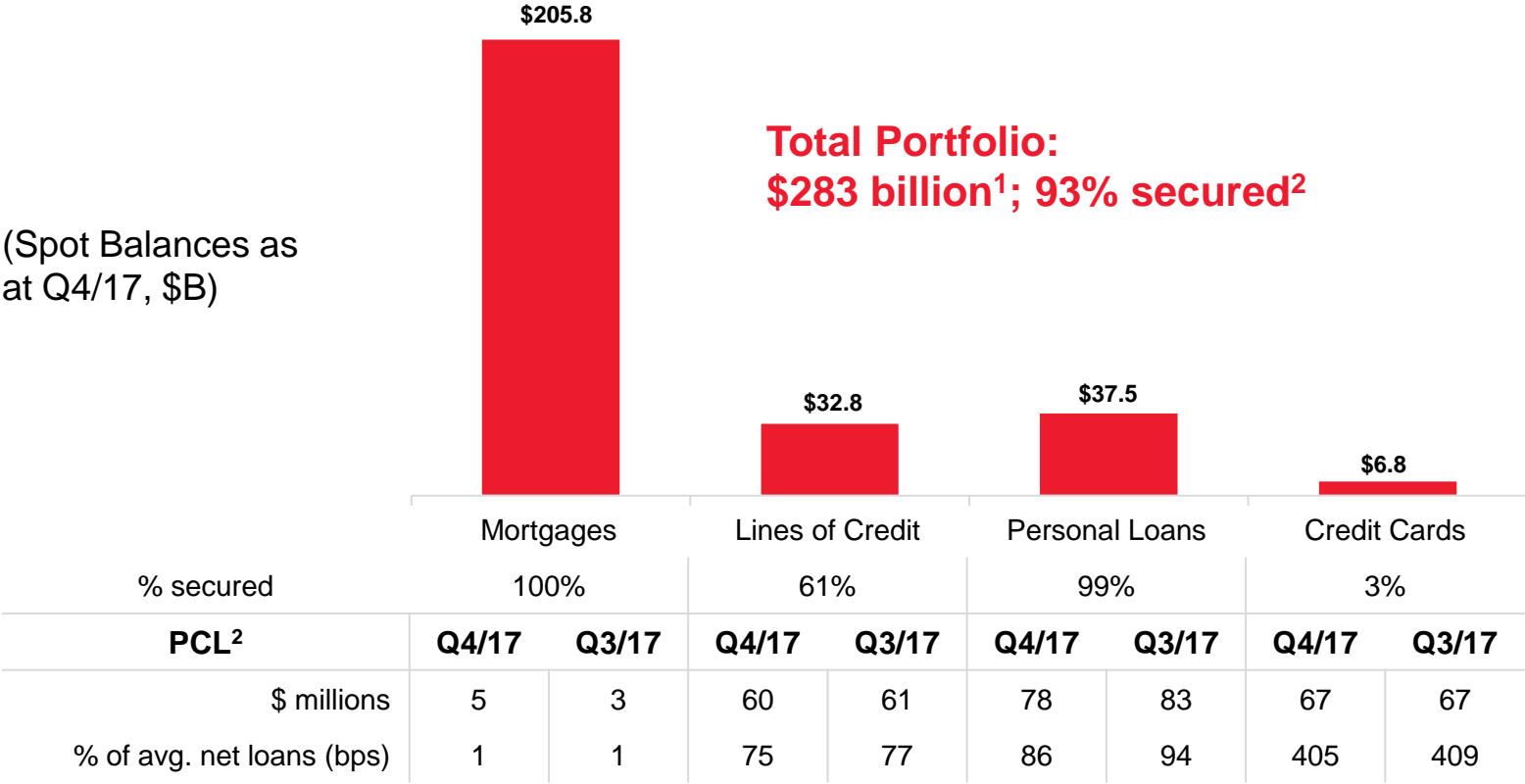


Average LTV of uninsured mortgages is 51%¹

New originations² average LTV of 64% in Q4/17

¹ LTV calculated based on the total outstanding balance secured by the property. Property values indexed using Teranet HPI data.
² New originations defined as newly originated uninsured residential mortgages and have equity lines of credit, which include mortgages for purchases, refinances with a request for additional funds and transfer from other financial institutions.

CANADIAN RETAIL: LOANS AND PROVISIONS

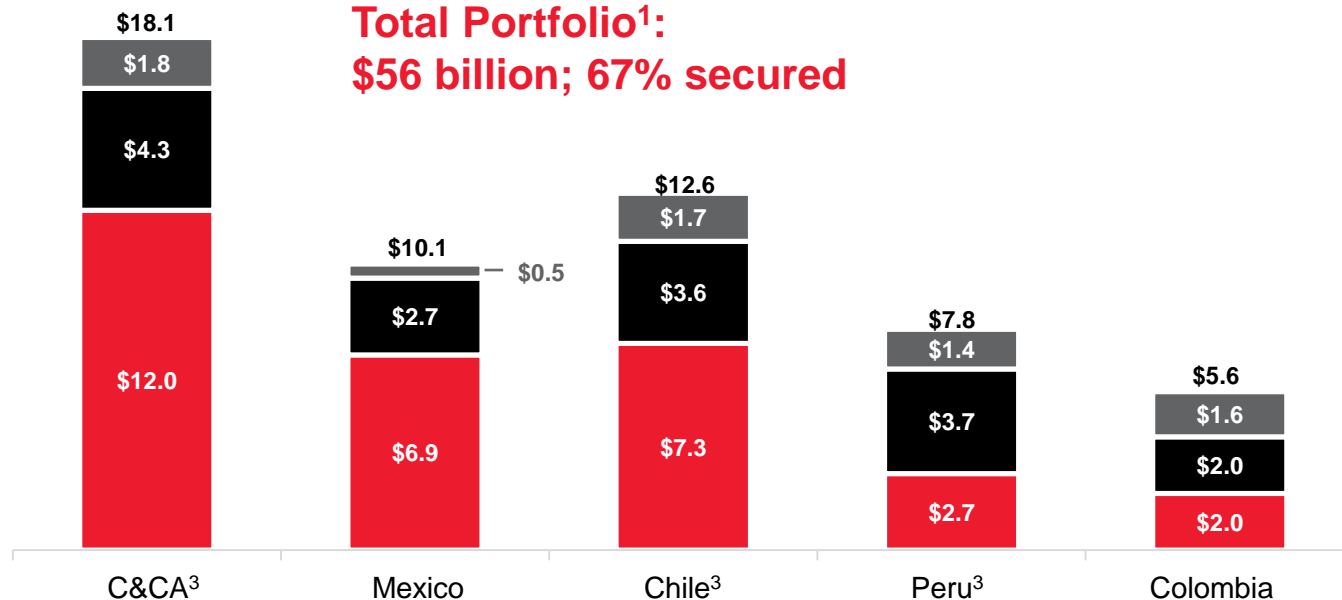


¹ Includes Tangerine balances of \$7 billion
² 81% secured by real estate; 12% secured by automotive

INTERNATIONAL RETAIL: LOANS AND PROVISIONS

(Spot Balances as at Q4/17, \$ B¹)

**Total Portfolio¹:
\$56 billion; 67% secured**



PCL ²	C&CA ³		Mexico		Chile ³		Peru ³		Colombia	
	Q4/17	Q3/17	Q4/17	Q3/17	Q4/17	Q3/17	Q4/17	Q3/17	Q4/17	Q3/17
\$ millions	30	36	43	40	29	27	74	71	76	93
% of avg. net loans (bps)	70	78	168	156	96	92	405	383	571	683

■ Mortgages (\$30.9B)
 ■ Personal loans (\$16.3B)
 ■ Credit cards (\$7.0B)

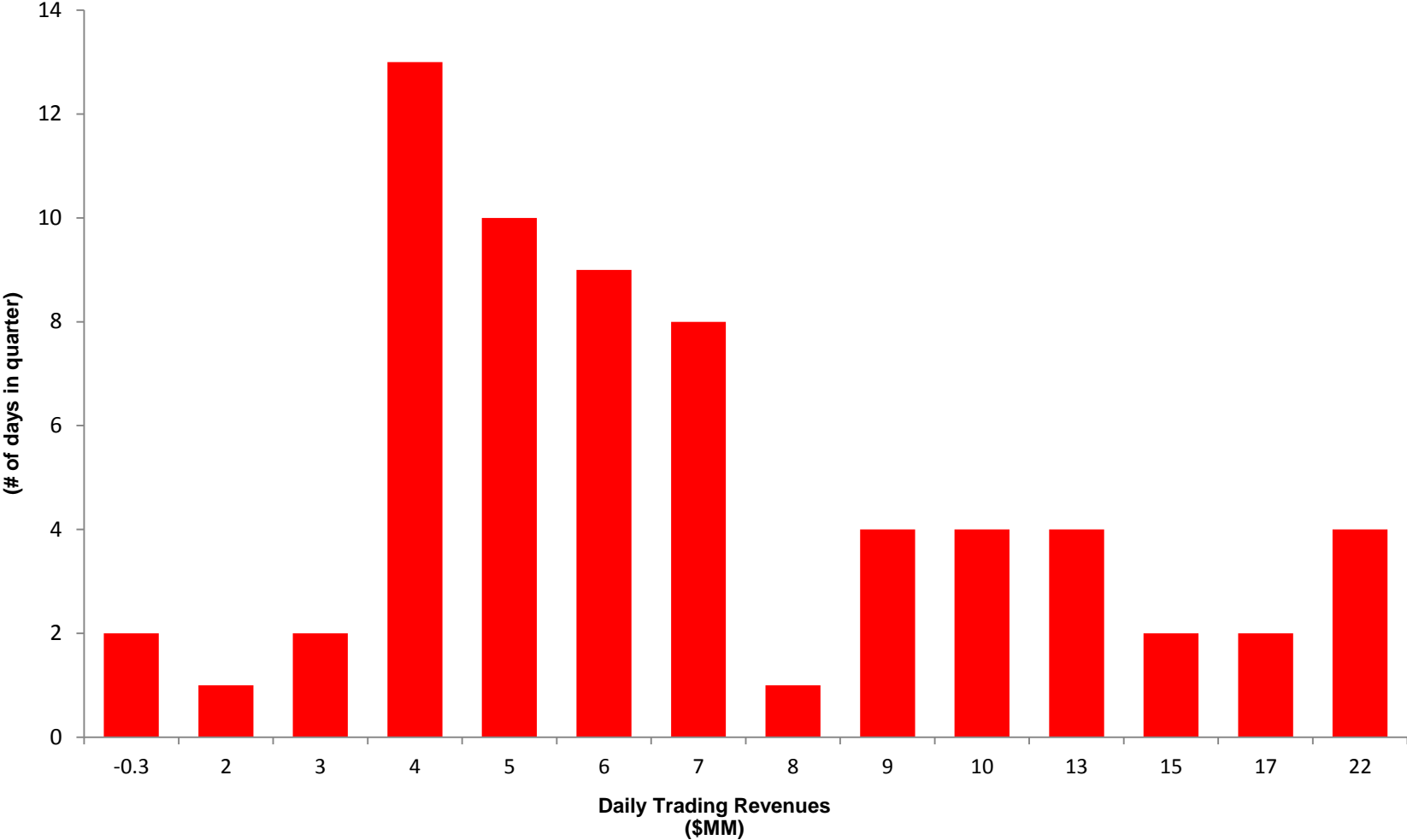
¹ Total Portfolio includes other smaller portfolios

² Excludes Uruguay PCLs of approximately \$13 million

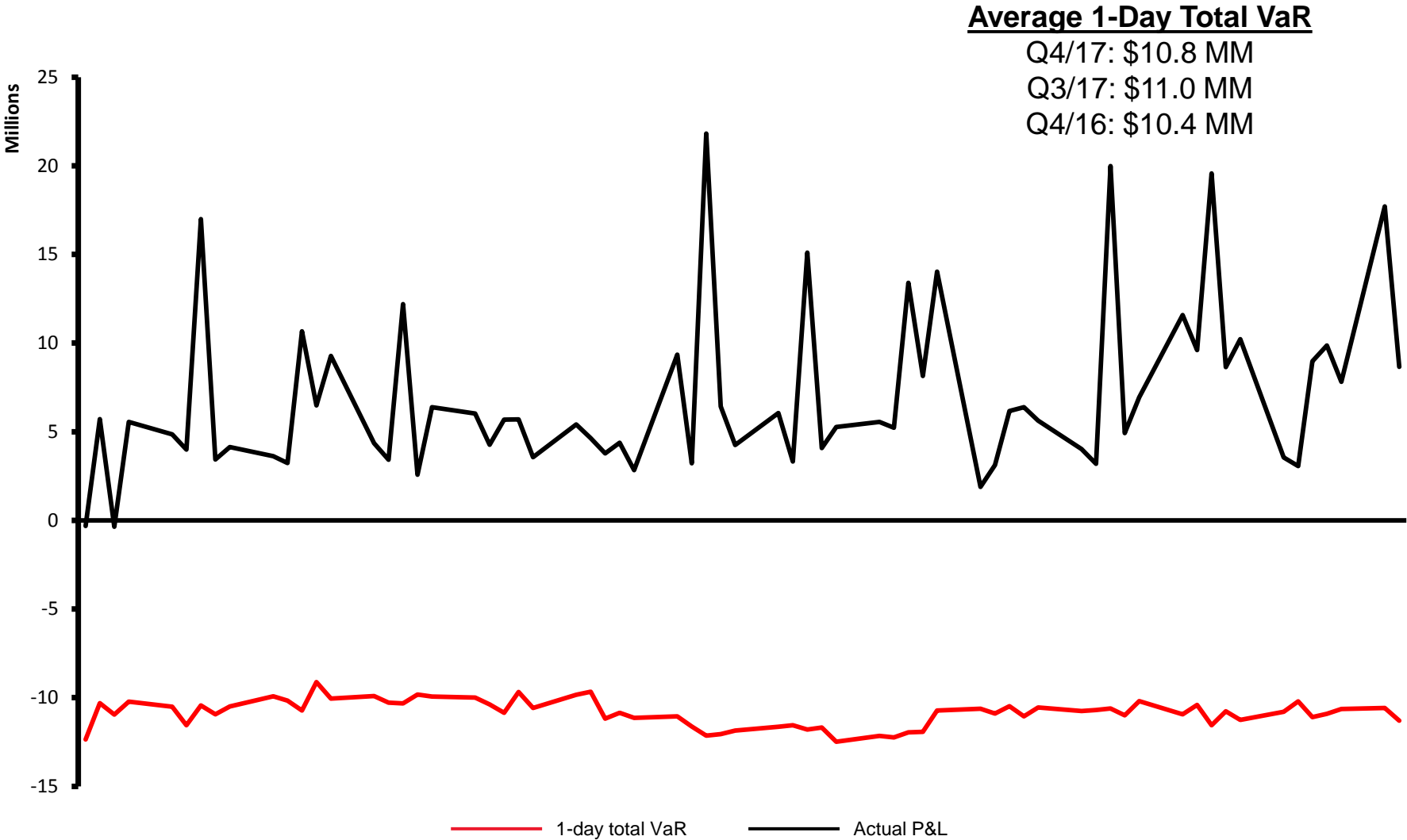
³ Includes the benefits from Cencosud and Citibank net acquisition benefits. Excluding the net acquisition benefits, C&CA's ratio would be 148 bps for Q4/17 and 119 bps for Q3/17 and Chile's ratio would be 138 bps for Q4/17 and 124 bps for Q3/17

Q4 2017 TRADING RESULTS

Two trading loss days in Q4/17



Q4 2017 TRADING RESULTS AND ONE-DAY TOTAL VAR



FX MOVEMENTS VERSUS CANADIAN DOLLAR

Currency	Q4/17	Q3/17	Q4/16	Canadian (Appreciation) / Depreciation	
				Q/Q	Y/Y
SPOT					
U.S. Dollar	0.775	0.802	0.746	3.4%	-4.0%
Mexican Peso	14.86	14.28	14.09	-4.1%	-5.5%
Peruvian Sol	2.520	2.599	2.508	3.1%	-0.5%
Colombian Peso	2,358	2,395	2,240	1.5%	-5.2%
Chilean Peso	493.3	521.1	487.0	5.3%	-1.3%
AVERAGE					
U.S. Dollar	0.800	0.758	0.762	-5.5%	-4.9%
Mexican Peso	14.52	13.83	14.39	-5.0%	-0.9%
Peruvian Sol	2.597	2.474	2.565	-5.0%	-1.3%
Colombian Peso	2,358	2,256	2,239	-4.5%	-5.4%
Chilean Peso	506.7	504.1	505.8	-0.5%	-0.2%

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