



**2016**

# Public Accountability Statement



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# About this Report

## Scope of Reporting

This Public Accountability Statement includes information from November 1, 2015 to October 31, 2016, for the following affiliates of Scotiabank in Canada: Scotia Capital Inc., National Trust Company, Scotia Mortgage Corporation, Scotia General Insurance Company, Hollis Canadian Bank, Montreal Trust Company of Canada, Scotia Life Insurance Company, The Bank of Nova Scotia Trust Company, RoyNat Inc., and Scotia Merchant Capital Corporation. These affiliates are finance entities or financial institution subsidiaries of Scotiabank operating in Canada that have less than \$1 billion in equity with the exception of Scotia Capital, which has equity in excess of \$1 billion.

## About Scotiabank

Scotiabank is Canada's international bank and a leading financial services provider in North America, Latin America, the Caribbean and Central America, and Asia-Pacific. We are dedicated to helping our 23 million customers become better off through a broad range of advice, products and services, including personal and commercial banking, wealth management and private banking, corporate and investment banking, and capital markets. With a team of more than 88,000 employees and assets of \$896 billion (as at October 31, 2016), Scotiabank trades on the Toronto (TSX: BNS) and New York Exchanges (NYSE: BNS).

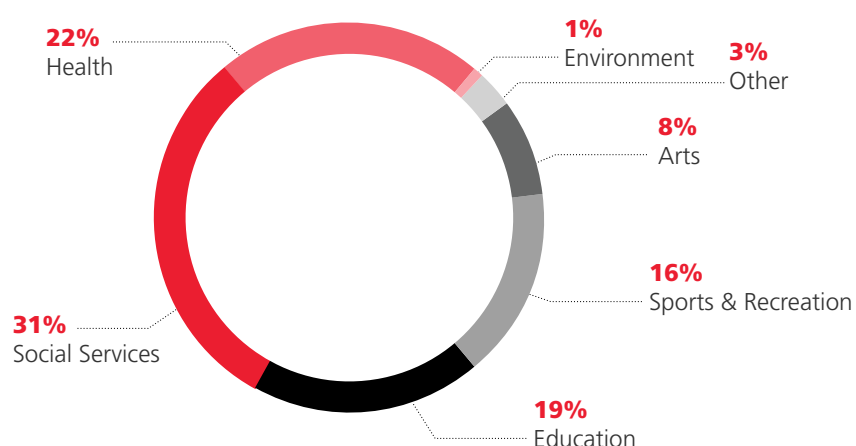
For more information about Scotiabank or to download a copy of the Bank's Annual Report or Corporate Social Responsibility Report, visit [Scotiabank.com](http://Scotiabank.com).

# Corporate Donations and Philanthropic Activity

At Scotiabank, we are committed to supporting the growth and prosperity of our communities. We believe we have the responsibility to give back and make a positive difference in the communities in which we live and work, recognizing that when communities thrive, individuals and businesses do, too. In 2016 we took a new approach to our community investment strategy. We aim to support organizations that are committed to helping young people in the community reach their full potential, particularly in the areas of health and well-being, and education. We believe this is an investment in the long-term security, stability and growth of both our communities and our business.

## Community Investment

In fiscal 2016, Scotiabank contributed approximately CAD \$70 million in donations, sponsorships and other forms of assistance globally. In addition, Scotiabank employees give support to local causes. Our employees dedicated more than 400,000 hours of volunteering and fundraising time in support of local community organizations this year.



## Employee Volunteer Programs

The Bank supports employee efforts through two formal global employee community programs:

- 1. Scotiabank Team Community Program (STCP)** matches funds raised by employee teams. The bank matches up to CAD\$5,000 raised by teams of five or more employees, or CAD\$15,000 raised by teams of 30 or more employees.
  - Employees in Saskatoon participated in a charitable fundraiser for the neo-natal unit of the Royal University Hospital and, through live and silent auctions as well as raffle sales, helped the event raise CAD\$46,000. Our team of five employees contributed nearly three quarters of that total through their fundraising activities. The funds will be used to purchase toys and new equipment as well as to make facility upgrades.
  - In Peru, a team of over 300 employees raised over USD\$10,000 for *Asociación de las Bienaventuranzas*. The organization provides housing, food, clothing, medical, psychological and psychiatric care to roughly 120 children, adolescents and adults. Most of the children have been abandoned by their families due to their special needs.

## 2. Scotiabank Employee Volunteer Program (SEVP),

where individual employees or retirees who have actively volunteered for at least 50 hours a year with a qualifying community-based organization can apply for a donation to that organization of up to CAD\$1,000.

- Sonya Longley volunteered 150 hours at the Bahamas Sickle Cell Association last year. Elected as President in March 2016, Sonya works to raise awareness of the disease and enhance the quality of life and services for individuals and their families. Sickle Cell Anemia is a genetic disease that results in an insufficient number of red blood cells to carry oxygen to various parts of the body. Some of the initiatives led by Sonya over the past year included quarterly education forums where children 8, 15 and 16 years old shared their stories; “Freedom Kids” clubs that enable children to interact with others in like circumstances; youth hosted Bingo Nights; an annual Fun Run Walk in September; and, a children’s Christmas party to end the year.
- Russ Auger is an employee with Scotia Wealth Management in Vancouver. For the past six years he has volunteered on the committee for BC Children’s Hospital Foundation Miracle Weekend campaign. As an ambassador he develops and executes an employee fundraising campaign to assist the Bank’s Division Committee in meeting their goal. The 2016 campaign raised a record-breaking CAD\$20 million. Donations to Miracle Weekend are used to support children and families with the purchase of life-saving equipment, research into the treatment, prevention and cure of childhood diseases, recruitment and educational programs for caregivers.

In 2016, Scotiabank donated just over CAD\$11 million through the SEVP and STCP programs.

### Philanthropic Activity - Investing in Young People

Young people are our future leaders and Scotiabank’s goal is to help provide them with the necessary skills and resources they need for success. Here are examples of philanthropic support provided by Scotiabank:

## Health and Well-being

### Live Healthy

Nutrition, safety, and active living help young people lead healthy lives. We support organizations that help young people take care of their basic needs. We also invest in programs that encourage youth to participate in sports and lead active lifestyles.

- In Toronto, Ontario, we support the Yonge Street Mission’s Evergreen Centre to meet the diverse and complex needs of more than 4,000 street youth. In addition to meeting immediate needs like food, the Centre helps young people aged 16 to 24 find safe, affordable housing, obtain identification, and gain access to education, counseling, and employment opportunities.
- To support the efforts of residents in Fort McMurray, Alberta to rebuild their community after devastating forest fires, Scotiabank teamed up with Regional Recreation Cooperation of Wood Buffalo to send kids aged 3-12 to camp for free. Scotiabank MacDonald Island Summer Camps were week-long camps where 1,732 children took part in fun activities like dance, golf, and swimming while their parents focused on rebuilding the community.

### Stay Healthy

We want to help young people remain healthy all their lives. We proudly invest in organizations that provide access to medical care and healthcare support.

- Scotiabank supports organizations that provide young people with direct access to medical care. Partner organizations are generally hospital-based, although not always. Shriners Hospital, located in Montreal, provides care for children with a host of orthopedic and neuromusculoskeletal disorders. At this hospital, Scotiabank supports a program that seeks to optimize the transition to adult hospitals for adolescents and young adults with special health care needs. Online self-management modules have been built to help children improve their quality of life and achieve as much independence as possible.

## Education

### Access to Education

At Scotiabank, we believe that young people can only reach their full potential if they have proper and equal access to education. We support programs that invest in financial, physical and digital access to education.

- In Canada our partnerships with yconic (previously Student Awards Inc.) funds financial awards for students (bursaries, scholarships and contest prizes).

We also support programs that help young people increase their financial knowledge, improve their employability or develop technology and skills they need to succeed.

- In 2016 we expanded our “Road to Success” Financial Literacy program with Junior Achievement. The initiative aims to benefit more than 50,000 youth across 15 countries in Latin America and the Caribbean. In Canada, through a partnership with Junior Achievement of Central Ontario, more than 290 Scotiabankers delivered the Dollars with Sense program to over 4,200 students in 2016.
- Start2Finish is a national children’s charity whose mission is to equip Canadian children living in poverty with the skills and tools they need to graduate and succeed. Scotiabank’s ongoing support has contributed to the sustainability and expansion of the Start2Finish after-school Running and Reading clubs which address the need for enhanced physical activity, literacy and mentorship among at-risk, underserved children in Canada. With our six new additional clubs, we have now supported 38 Running and Reading Clubs nationwide with close to 2,000 children participating in the program weekly.

## Skills Development

Scotiabank also aims to invest in technology and skills development. Scotiabank launched numerous technology-focused academic partnerships in 2016 including:

- Rotman School of Management at University of Toronto in Toronto, Ontario, Smith School of Business at Queen’s University in Kingston, Ontario, and Ivey Business School at Western University, in London, Ontario. Working alongside students and academics helps Scotiabank bring new customer-focused ideas to life while providing learning opportunities around real business challenges to students.
- Scotiabank partnered with Ladies Learning Code to help bring digital literacy to more Canadian youth. In addition to supporting pop-up coding workshops, Scotiabank’s sponsorship funded the development of [teacherslearningcode.com](http://teacherslearningcode.com) to help introduce coding into the classroom and provide lessons for educators.

## Foundational Support

Scotiabank continues to support foundational causes such as general health, social services, and the environment.

- Scotiabank has been the title sponsor of Canadian Aids Society’s Scotiabank AIDS Walk since 2007. The walk is a grassroots event raising over CAD\$1.1 million in 2016 and benefiting more than 31 community-based organizations in 27 Canadian walk sites. The walk directly contributes to developing and maintaining services and projects to more than 70,000 Canadians.
- Through our six marathon sponsorships in Canada, Scotiabank and the Scotiabank Charity Challenge has helped raise over CAD\$7.5 million for over 350 community charities across the country this year, with over 100,000 runners participating. The Scotiabank Charity Challenge has raised over CAD\$53 million for local charities across Canada since its inception in 2003.

# Small Business Banking

Scotiabank supports small business in Canada with over 1,600 branch-based Small Business bankers delivering practical tools, resources and banking services to help small businesses grow and succeed. Our efforts in this area were recognized by the Canadian Federation for Independent Business, naming Scotiabank the top 'big' bank in Canada in 2016 for Small Business (as rated by small businesses). In 2016, a number of new small business initiatives were launched.

## Scotiabank/Kabbage partnership

Kabbage is a leading financial technology company in online lending. A partnership launched between Scotiabank and Kabbage in 2016 provides fully automated application, underwriting, servicing and ongoing monitoring throughout the entire customer lifecycle. As a result of the collaboration, we can now offer our small and medium sized business customers the ability to apply for and access a small business loan, up to CAD\$100,000 in as little as seven minutes, whereas previously it could take up to six weeks. We are piloting the new lending program with a phased-in approach, beginning by offering the service to more than 100,000 current non-borrowing small business customers.

## Digitizing the customer experience

In another project, Scotiabank launched a new digital onboarding process that allows new small business customers in Canada to open a business account in 20

minutes or less, and begin using it without the need to meet with a banker. This market-leading digital platform is easy to use and enables small business owners to quickly obtain the products and services they need to grow.

## Continued focus on Start-up businesses, Franchises, Professionals and Agriculture

In 2016 we continued to expand our specialist network in support of Professionals, Agricultural enterprises and Franchises. We also continued to support Startups through programs and partnerships such as CFIB and Start Up Canada. Specialist small business advisors help these business types achieve their goals sooner by providing tailored advice on solutions unique to their needs.

### More Information


For more information on Scotiabank's small business products and services visit [scotiabank.com/smallbusiness](http://scotiabank.com/smallbusiness).

Scotiabank Small Business Bankers	As of 31 Oct 2016
Branch Managers with small business experience	943
Dedicated small business account managers and officers	727
# of branches with dedicated small business officers	459
Total number of small business bankers	1,670
<b>Total # of Canadian branches</b>	<b>980</b>







# Access To Financial Services

Scotiabank is committed to providing access to basic banking, including a basic transactional account at a minimal cost. In addition, Scotiabank enhances access to finance by removing social and physical barriers and offering specialized programs for vulnerable customer segments.

Customer Segment	Basic Banking	Savings, Investment and Credit Products
<p>All</p> 	<p><i>Scotiabank Prepaid Reloadable Visa*</i> cards are alternative payment cards that are loaded and reloaded with the customer's own funds and can be used anywhere Visa is accepted. These cards provide a credit free way to pay for purchases worldwide and online without pre-approved credit.</p> <p>The <i>ScotiaCard®</i> with Visa* Debit allows customers to pay with their debit card online and internationally wherever VISA is accepted. <i>ScotiaCard®</i> with Visa* Debit is a debit card not a credit card. Any purchases or transactions customer make with a <i>ScotiaCard®</i> with Visa* debit, are debited directly from their chequing account.</p>	<p><i>Bank the Rest™</i> Savings Program (Canada) helps customers improve their savings habits while making every day debit purchases.</p> <p>The <i>Scotiabank Momentum Savings Account</i> pays customers twice - first with an everyday competitive interest rate. And then, with extra interest when customers keep their money saved.<sup>1</sup></p> <p>The <i>Scotiabank Savings Accelerator Account</i> offers customers a registered and non-registered option and a high interest rate on their entire balance as it grows.</p> <p>Scotiabank Canada offers a variety of credit products from No-Fee to Low-Rate to Rewards (Cashback, Points) to meet customer needs.</p> <p>Scotiabank Canada continues to increase customer knowledge of government sponsored <i>Registered Disability Savings Plans</i> through an on-going public awareness campaign.</p>

<sup>1</sup>Extra interest (Momentum Savings Premium) is paid at the end of each 90-day period during which (i) the customer does not initiate or permit any debit transaction, and (ii) the daily balance does not fall below the minimum balance required (currently CAD\$5000).

Customer Segment	Basic Banking	Savings, Investment and Credit Products
<p>No/Low-Fee</p> 	<p>Scotiabank's <i>Basic Banking Account</i> is a low-cost bank account designed for customers who keep their monthly transactions to a minimum.</p> <p>Beneficiaries of a <i>Registered Disability Savings Plan Account</i> are eligible to have their <i>Basic Banking</i> monthly account fee waived.</p> <p>Customers over 60 years of age, through our seniors discount program, enjoy the <i>Basic Banking Account</i> with no monthly fee.</p>	<p>Scotiabank offers No-Fee/Low-Fee credit card options that provide special benefits for customers.</p> <p><i>Scotia Momentum</i>® No-Fee Visa* card offers accelerated cash back rewards on categories like gas, groceries, drug stores and recurring bills.</p> <p><i>Scotia Momentum</i>® Regular Visa* card is a low fee Credit card at CAD\$39, and offers customers accelerated cash back rewards on categories like gas, groceries, drug stores and recurring bills, with additional insurance benefits.</p> <p><i>No-Fee Scotiabank Value</i>® Visa* card provides a low annual interest rate.</p> <p><i>No-Fee ScotiaGold</i>® Visa* card is a no frills card with travel benefits.</p> <p><i>SCENE</i>® Visa* card allows customers to earn SCENE reward points to redeem towards movies, entertainment and more.</p> <p><i>Scotiabank</i>® Rewards Visa* card allows customers to earn <i>Scotia Rewards</i> points to redeem towards travel merchandise and other rewards.</p> <p><i>Scotiabank American Express Card</i> is a low fee Credit Card at CAD\$39, allowing customers to earn accelerated <i>Scotia Rewards</i> points on gas, groceries, and entertainment. In addition, it provides comprehensive travel insurance.</p> <p><i>Scotiabank</i>® More Rewards®* Visa* card allows customers to earn More Rewards points to redeem in-store at grocery partners like Save-On Foods, Overwaitea Foods, PriceSmart Foods, Cooper's Foods, and Urban Fare. As well, points can be redeemed through an online merchandise catalogue.</p> <p><i>Scotiabank</i>® GM® Visa* card allows customers to earn GM Earnings that can be used towards the purchase or lease down payment of any eligible new Chevrolet, Buick, GMC or Cadillac vehicle.</p> <p>Continued partnership with the not-for-profit program <i>SmartSAVER</i>®. <i>SmartSAVER</i> promotes the federal government sponsored <i>Canada Learning Bond</i> for Registered Education Savings Plans at the community level.</p>

Customer Segment	Basic Banking	Savings, Investment and Credit Products
<p data-bbox="235 513 314 545">Youth</p> 	<p data-bbox="419 491 1085 682">The <i>Student Banking Advantage Plan</i> provides a no-fee banking account with unlimited debit transactions for full-time students of a university, college, or another recognized post-secondary school in Canada or the United States.</p> <p data-bbox="419 715 1085 827"><i>Getting There Savings Program for Youth</i> is a no-fee account with unlimited debit transactions for children under 19 years of age.</p> <p data-bbox="419 860 1085 1051"><i>ScotiaLine</i>® Personal Line of Credit for Students is an interest-only line of credit for students to help pay for tuition and related expenses and also provide an interest-only grace period for 12 months following graduation.</p>	<p data-bbox="1165 491 1831 645">Scotiabank offers students an opportunity to build credit for the future using the <i>L'earn</i>® Visa* card or <i>Student SCENE</i>® Visa* card, with no minimum income requirement.</p> <p data-bbox="1165 685 1831 760"><i>L'earn</i>® Visa* card is a no annual fee card that offers students Moneyback rewards.</p> <p data-bbox="1165 814 1831 927">The no annual fee Student SCENE® Visa* card allows students to earn SCzENE® rewards points to redeem towards movies, entertainment and more.</p>
<p data-bbox="226 1373 322 1405">Seniors</p> 	<p data-bbox="419 1352 1054 1427">Customers aged 60 or over automatically receive a discount off the applicable monthly account fee.</p>	<p data-bbox="1165 1352 1810 1505">Customers aged 65 and older receive a discount on the annual fee for the <i>ScotiaGold Passport</i>® Visa*, <i>Scotiabank Gold American Express</i> or <i>Scotiabank American Express</i> cards.</p> <p data-bbox="1165 1534 1810 1610">A helpful online tool, RRIF/LIF/LRIF illustrator, as well as literature and advice is available for seniors.</p>
<p data-bbox="206 1696 349 1728">Aboriginals</p> 	<p data-bbox="419 1674 1024 1787">27 Aboriginal Banking Centres, including on-reserve branches, offer all of the Bank's basic banking services.</p>	<p data-bbox="1165 1674 1790 1787">On-reserve lending and investment services are available to individuals, Aboriginal businesses and band councils across Canada.</p>

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\* Trademark of Visa International Service Association and used under licence.

® Registered trademark of General Motors LLC. The Bank of Nova Scotia is an authorized user of General Motors LLC marks for the GM Card program.

‡ Registered trademark of SCENE IP LP, used under licence.

American Express is a registered trademark of American Express. This credit card program is issued and administered by The Bank of Nova Scotia under licence from American Express.

™ Trademark of the Bank of Nova Scotia

Customer Segment	Basic Banking	Savings, Investment and Credit Products
<p>Newcomers to Canada</p> 	<p>Permanent residents, International students and foreign workers receive CAD\$100 when they open an eligible chequing account, have access to a free safety deposit box for one year and can purchase gold and other precious metals through services provided by ScotiaMocatta®.</p> <p>The <i>Scotiabank StartRight</i> program is a one-stop shop for all newcomers to Canada. Along with banking advice, the program provides a newcomer checklist to help individuals settle into their new life in Canada.</p> <p>Through community focused relationships and not-for-profit sponsorship initiatives, Scotiabank sponsors and runs free financial literacy workshops to newcomers helping immigrants transition to Canada.</p> <p>Keeping in line with Immigration Canada's policies to provide pre-arrival support to new Canadians, we provide settlement and banking basics through Scotiabank sponsored webinars internationally through key partners.</p>	<p>Permanent residents and foreign workers can build their credit history with an unsecured credit card, get a <i>Scotia U.S. Dollar Daily Interest Account</i> or a <i>Scotia Euro Daily Interest Savings Account</i>, and take advantage of a number of <i>Scotiabank StartRight</i> programs.</p> <p>International Students in Canada can get an unsecured <i>SCENE</i>® Visa* card or an unsecured <i>L'earn</i> Visa* card with great rewards and no annual fee, and open a <i>Scotia U.S. Dollar Daily Interest Account</i> or a <i>Scotia Euro Daily Interest Savings Account</i>.</p>

## Physical Access to Banking

The Bank makes significant efforts to accommodate the needs of people with disabilities. Since 2003, all new and renovated Scotiabank branches and facilities in Canada meet or exceed the Canadian Standards Association (CSA) accessibility guidelines. The Bank is targeting 100% accessibility in all public areas of our existing Canadian branches. Accessibility in fiscal 2016 is above 95%.

Scotiabank ABMs are designed for easy accessibility:

- They have a minimum standard height for the card reader, keypad, passbook printer, screen and transaction receipt slot to provide better access for customers in wheelchairs.

- ABMs in most branches have features such as grab bars to assist persons with mobility impairments, and audio navigation as well as contrasting colour and screen LED lights to help direct customers to the transaction they have chosen.
- ABMs are consistent with CSA Guidelines (B651.1) "Accessible design for automated banking machines", including audio navigation for customers with visual impairments.

**More Information**

For more information on Scotiabank's accessibility services visit [scotiabank.com/accessibility](http://scotiabank.com/accessibility)

# Number of employees in Canada

## Headcount by Province

Province	Full-time	Part-time	Total
Alberta	2,193	494	2,687
British Columbia	1,928	586	2,514
Manitoba	335	98	433
New Brunswick	357	164	521
Newfoundland & Labrador	348	138	486
Northwest Territories	9	1	10
Nova Scotia	1,170	312	1,482
Ontario	22,434	2,265	24,699
Prince Edward Island	64	27	91
Quebec	1,696	207	1,903
Saskatchewan	394	144	538
Yukon Territory	11	4	15
<b>Total Canada (Headcount)</b>	<b>30,939</b>	<b>4,440</b>	<b>35,379</b>

# Debt Financing

Scotiabank is committed to meeting the needs of Canadian businesses, including small and medium enterprises. The following chart(s) indicate – by province and for Canada as a whole – the amount of business credit authorized and outstanding in Canadian dollars as of October 31, 2016, and the number of customers to whom it was authorized. In 2016, Scotiabank provided CAD\$141 billion in debt financing to businesses in Canada.

## Debt Financing Statement (Oct 31, 2016)

Authorization Levels of	\$0 - \$24,999			\$25,000 - \$99,999		
	Authorized (\$000s)	Outstanding (\$000s)	Customers	Authorized (\$000s)	Outstanding (\$000s)	Customers
British Columbia & Yukon*	79,952	22,780	11,053	329,879	115,713	7,127
Alberta & NWT**	102,135	31,650	14,160	373,396	142,239	8,311
Saskatchewan	25,602	8,485	2,957	131,077	52,327	2,741
Manitoba	79,550	16,540	6,812	666,643	179,961	12,540
Ontario	353,439	103,959	47,553	1,200,249	458,891	25,800
Quebec	42,755	14,330	5,724	197,680	87,638	4,428
New Brunswick	22,553	7,107	2,780	88,887	35,639	1,817
Nova Scotia	36,827	11,890	4,379	150,151	66,365	3,077
PEI	5,816	1,826	709	27,712	11,400	565
Newfoundland	21,782	6,704	2,690	105,898	38,075	2,260
<b>Canada</b>	<b>770,411</b>	<b>225,271</b>	<b>98,817</b>	<b>3,271,572</b>	<b>1,188,248</b>	<b>68,666</b>

Note: For reasons of client confidentiality, we have combined the following:

\* Yukon Territory with British Columbia

\*\* NorthWest Territories with Alberta

Authorization Levels of	\$100,000 - \$249,999			\$250,000 - \$499,999		
	Authorized (\$000s)	Outstanding (\$000s)	Customers	Authorized (\$000s)	Outstanding (\$000s)	Customers
British Columbia & Yukon*	275,646	129,972	1,877	240,278	148,035	733
Alberta & NWT**	312,715	155,171	2,083	343,750	205,683	1,023
Saskatchewan	125,873	64,934	833	115,451	79,695	346
Manitoba	967,422	396,529	7,010	245,163	154,726	736
Ontario	1,140,887	603,627	7,545	1,471,899	981,633	4,268
Quebec	175,039	95,191	1,145	188,414	123,689	555
New Brunswick	64,869	36,673	437	41,916	25,940	129
Nova Scotia	132,533	76,033	884	150,753	93,091	435
PEI	22,266	12,909	156	20,134	13,813	59
Newfoundland	68,063	33,548	474	41,396	22,582	131
<b>Canada</b>	<b>3,285,313</b>	<b>1,604,587</b>	<b>22,444</b>	<b>2,859,154</b>	<b>1,848,887</b>	<b>8,415</b>

Note: For reasons of client confidentiality, we have combined the following:

\* Yukon with British Columbia

\*\* NorthWest Territories with Alberta

Authorization Levels of	\$500,000 - \$999,999			\$1,000,000 - \$4,999,999		
	Authorized (\$000s)	Outstanding (\$000s)	Customers	Authorized (\$000s)	Outstanding (\$000s)	Customers
British Columbia & Yukon*	160,739	120,850	237	172,294	129,638	106
Alberta, Saskatchewan & NWT**	294,952	188,545	447	349,916	241,439	191
Manitoba	147,312	94,916	235	90,356	53,625	59
Ontario	1,822,847	1,256,812	2,643	8,043,297	5,715,466	3,551
Quebec	216,697	141,342	322	953,552	680,097	420
NB, PEI, NFLD, NS***	282,182	181,912	413	911,985	613,208	434
<b>Canada</b>	<b>2,924,729</b>	<b>1,984,377</b>	<b>4,297</b>	<b>10,521,400</b>	<b>7,433,473</b>	<b>4,761</b>

Authorization Levels of	Over \$5,000,000			Total		
	Authorized (\$000s)	Outstanding (\$000s)	Customers	Authorized (\$000s)	Outstanding (\$000s)	Customers
British Columbia & Yukon*	522,380	374,656	16			
Alberta, Saskatchewan & NWT**	2,331,163	1,589,157	114			
Manitoba	-	-	-			
Ontario	104,143,385	46,899,854	2,200			
Quebec	7,813,180	5,120,338	291			
NB, PEI, NFLD, NS***	2,979,528	1,672,618	169			
<b>Canada</b>	<b>117,789,636</b>	<b>55,656,623</b>	<b>2,790</b>	<b>141,422,215</b>	<b>69,941,466</b>	<b>210,190</b>

Note: For reasons of client confidentiality, we have combined the following:

- \* Yukon Territory with British Columbia
- \*\* NorthWest Territories, Saskatchewan and Alberta
- \*\*\* New Brunswick, Prince Edward Island, Newfoundland and Nova Scotia



# Taxes

Scotiabank incurs a number of taxes including direct taxes on income by Canadian federal and provincial governments and the governments of foreign jurisdictions in which the Bank operates; as well as several indirect taxes. In 2016, this totaled \$3.1 billion, representing 30% of the Bank's net income before income, capital and other taxes for the year.

Total expenses to all levels of government in Canada are shown in the chart.

## More Information

For additional information on the Bank's tax expense in 2016, please refer to table 78 in Scotiabank's 2016 Annual Report, available online at [scotiabank.com](http://scotiabank.com).

Taxes in Canada	\$000s		
	Income Taxes	Capital Taxes	Other Taxes <sup>1</sup>
Federal	611,135	0	308,811
Provincial			
Newfoundland	5,940	7,304	2,858
PEI	1,221	1,133	246
Nova Scotia	13,602	9,715	4,549
New Brunswick	4,924	7,777	1,804
Quebec	26,402	0	31,075
Ontario	323,110	0	267,884
Manitoba	4,808	11,011	1,807
Saskatchewan	5,735	10,501	906
Alberta	35,102	0	7,078
British Columbia	35,034	0	7,421
Territories	987	0	42
<b>Total Provinces</b>	<b>456,865</b>	<b>47,441</b>	<b>325,670</b>
<b>Total</b>	<b>1,068,000</b>	<b>47,441</b>	<b>634,481</b>

<sup>1</sup> Includes payroll taxes, GST, HST, municipal taxes and deposit insurance premiums

# Branch Openings, Closings, and Relocations

Scotiabank's strong customer focus and commitment to improving sales and service includes providing access to 980 branches and 3,546 ABMs in Canada. With all branches that were closed, consolidated or relocated, we worked closely with our customers and the community to ensure a smooth transition and to continue to find ways to meet their needs.

## Newly Opened Branch Locations in Canada in 2016

### Ontario

2196 Lakeshore Blvd W, Toronto  
435 Stone Rd W, Guelph

### British Columbia

100 - 4088 Cambie St, Vancouver  
Suite 100 - 999 West Broadway, Vancouver\*\*  
1500 - 3664 Hwy 16, Smithers\*  
6300 No. 3 Rd, Richmond\*

### Alberta

2505 - 114<sup>th</sup> Ave SE, Calgary  
35 Sage Hill Gate NW, Calgary  
1678 - 1632 14<sup>th</sup> Ave NW, Calgary\*

### Saskatchewan

4420 Rochdale Blvd, Regina  
1901 Hamilton St, Regina\*  
2055 Prince of Wales Dr, Regina\*

### Quebec

205 Rue Peel, Montréal  
1400 Boul du Traversier, Pincourt  
190 Boul Omer-Marcil, Saint-Jean-sur-Richelieu  
660 Rue Sainte-Catherine, Montréal  
1010 Boul des Prés-Verts, La Prairie

### Nova Scotia

278 Granville St, Bridgetown\*

## Branch Locations Closed, Relocated or Consolidated in 2016

### Newfoundland

760 Topsail Rd, St. John's\*\*\*\*  
2 Cornwall Ave, St. John's\*\*\*\*

### New Brunswick

524 Smythe St, Fredericton\*\*\*\*  
237 Main St, Chipman\*\*\*\*

### Nova Scotia

274 Granville St, Bridgetown\*\*\*

### Ontario

2 Beaverbrook Rd, Kanata\*\*\*\*  
1085 Carling Ave, Ottawa\*\*\*\*  
751 Ridgewood Ave, Ottawa\*\*\*\*  
580 Wonderland Rd S, London\*\*\*\*  
907 Lorne St, Sudbury\*\*\*\*  
9 Pine Street, P.O. Box 455, Thorold\*\*\*\*  
600 James St N, Hamilton\*\*\*\*  
950 Paisley Rd, Guelph\*\*\*\*  
750 Richmond St, London\*\*\*\*  
240 Main St W, Beardmore\*\*\*\*  
110 Spadina Ave, Toronto\*\*\*\*  
815 Teston Rd, Vaughan\*\*\*\*  
2290 Lawrence Ave E, Scarborough\*\*\*\*  
3850 Sheppard Ave E, Scarborough\*\*\*\*  
600 Fleet St, Toronto\*\*\*\*  
5607 Yonge St, North York\*\*\*\*  
1885 Weston Rd, Toronto\*\*\*\*  
1464 Queen St W, Toronto\*\*\*\*  
789 Don Mills Rd, North York\*\*\*\*  
2180 Highway 7 W, Concord\*\*\*\*  
2700 Dufferin St, Toronto\*\*\*\*

### British Columbia

158 - 4750 Rutherford Rd, Nanaimo\*\*\*\*  
591 Cardero St, Vancouver\*\*\*\*  
101 - 2050 Main St, Penticton\*\*\*\*  
1500 Marine Dr, North Vancouver\*\*\*\*  
4566 West 10<sup>th</sup> Ave, Vancouver\*\*\*\*  
1004 West Broadway, Vancouver\*\*\*\*  
1801 West Broadway, Vancouver\*\*\*\*  
1320 - 3664 Hwy 16, Smithers\*\*\*  
6300 No. 3 Rd, Richmond\*\*\*

### Alberta

1941 Uxbridge Dr NW, Calgary\*\*\*  
138 Grandin Park Plaza, St Albert\*\*\*\*  
104 - 6303 30<sup>th</sup> St SE, Calgary\*\*\*\*  
117 - 817 19<sup>th</sup> St NE, Calgary\*\*\*\*  
540 Riverbend Sq NW, Edmonton\*\*\*\*

### Saskatchewan

1908 - 11<sup>th</sup> Avenue, P.O. Box 9000, Regina\*\*  
625 University Park Drive, Regina\*\*  
1504 Albert St, Regina\*\*\*\*  
486 Albert St N, Regina\*\*\*\*  
218 - 33rd Street W, Saskatoon\*\*\*\*  
117 Main St, P.O. Box 250, Beechy\*\*\*\*  
2 Main St, P.O. Box 610, Carrot River\*\*\*\*

### Quebec

4861 Van Horne Ave, Montreal\*\*\*\*  
2055 Boul Robert-Bourassa, Montreal\*\*\*\*  
3019 Boul Concorde E, Laval\*\*\*\*  
7740 Boul St-Michel, Montreal\*\*\*\*

\* New branch as a result of relocation  
\*\* New branch as a result of consolidation

\*\*\* Closure as a result of relocation  
\*\*\*\* Closure as a result of consolidation

# ABM Installations and De-installations

## Net ABMs Installed\* in Fiscal Year 2016

ADDRESS	CITY	PROVINCE
1978 - 99 <sup>th</sup> Street NW	Edmonton	Alberta
452 S.W. Marine Drive	Vancouver	British Columbia
507 Cundles Road E	Barrie	Ontario
99 Rathburn Road W	Mississauga	Ontario
225 Fairway Road South	Kitchener	Ontario
4750 Rutherford Road	Nanaimo	British Columbia
165 Main Street	Chipman	New Brunswick
610 East River Rd	New Glasgow	Nova Scotia
Tower B - 4715 Tahoe Blvd	Mississauga	Ontario
90 Wynford Drive	North York	Ontario
4289 Chemin d'Oka	St-Joseph-du-Lac	Quebec
57 Carl Hall Road	Toronto	Ontario
2220 Walkley Road	Ottawa	Ontario
10220 - 104 Avenue NW	Edmonton	Alberta
0 Shotbothsides Highway 2 Unit 1	Standoff	Alberta
2391 Trafalgar Road Unit 1	Oakville	Ontario
291 King Street	Midland	Ontario
15420 Bayview Avenue	Aurora	Ontario
2196 Lakeshore Blvd W	Toronto	Ontario
2040 Algonquin Road Unit 14	Sudbury	Ontario
205 Rue Peel	Montreal	Quebec
1400 Boul du Traversier	Pincourt	Quebec
4420 Rochdale Blvd	Regina	Saskatchewan
2201 Eglinton Avenue E	Scarborough	Ontario
190 Omer-Marcil Boul	Saint-Jean-sur-Richelieu	Quebec
660 Ste Catherines W	Montreal	Quebec
435 Stone Road W	Guelph	Ontario
2505 - 114 <sup>th</sup> Avenue SE	Calgary	Alberta
1324 Topsail Road	Paradise	Newfoundland
490 King Street	Fredericton	New Brunswick
7205 Goreway Dr	Mississauga	Ontario
15 Clair Road W	Guelph	Ontario
100 - 4088 Cambie Street	Vancouver	British Columbia
1010 Boulevard Des Pres-Verts	La Prairie	Quebec
79 Sage Hill Gate NW	Calgary	Alberta
915 Main Street	Winkler	Manitoba
100 S Tabor Blvd, Unit 206	Prince George	British Columbia
490 Ospika Blvd	Prince George	British Columbia

## Net ABMs Installed\* in Fiscal Year 2016 *continued*

ADDRESS	CITY	PROVINCE
3333 - 15 <sup>th</sup> Avenue	Prince George	British Columbia
3688 Austin Road W	Prince George	British Columbia
2945 Hwy 16 E	Prince George	British Columbia
4121 - 51 <sup>st</sup> Street	Vermillion	Alberta
580 Acadia Drive SE	Calgary	Alberta
4912 - 37 Street	Bonnyville	Alberta
665 McPhillips Street	Winnipeg	Manitoba
20718 Lougheed Hwy, Unit 1	Maple Ridge	British Columbia
1184 Portage Avenue	Winnipeg	Manitoba
6843 Kateri Drive	Grande Prairie	Alberta
3002 Kalum Street	Terrace	British Columbia

## Net ABMs De-Installed\* in Fiscal 2016

ADDRESS	CITY	PROVINCE
22 Sir Winston Churchill Avenue	St. Albert	Alberta
138 Grandin Park Plaza, #138	St. Albert	Alberta
20 Richmond Street E	Toronto	Ontario
61 Front Street	Toronto	Ontario
110 Spadina Avenue	Toronto	Ontario
4861 Van Horne Avenue	Montreal	Quebec
815 Teston Road	Maple	Ontario
580 Wonderland Road South	London	Ontario
2 Beaverbrook Road	Kanata	Ontario
2290 Lawrence Ave E	Scarborough	Ontario
1504 Albert Street	Regina	Saskatchewan
1085 Carling Avenue	Ottawa	Ontario
4750 Rutherford Road	Nanaimo	British Columbia
907 Lorne Street South	Sudbury	Ontario
50 Rideau Street	Ottawa	Ontario
218 – 33 <sup>rd</sup> Road Street W at Avenue C	Saskatoon	Saskatchewan
9 Pine Street	Thorold	Ontario
600 James Street N	Hamilton	Ontario
600 Fleet Street	Toronto	Ontario
3850 Sheppard Avenue E	Scarborough	Ontario
2055 Boulevard Robert-Bourassa	Montreal	Quebec
5607 Yonge Street	Willowdale	Ontario
950 Paisley Road	Guelph	Ontario
6303 - 30 Street SE	Calgary	Alberta
750 Richmond Street	London	Ontario
1885 Weston Road	Weston	Ontario
101 - 2050 Main Street	Penticton	British Columbia
1500 Marine Drive	North Vancouver	British Columbia

## Net ABMs De-Installed\* in Fiscal 2016 *continued*

ADDRESS	CITY	PROVINCE
524 Smythe Street	Fredericton	New Brunswick
4566 West 10 <sup>th</sup> Avenue	Vancouver	British Columbia
3019 Boulevard De La Concorde	Laval	Quebec
240 Main Street	Beardmore	Ontario
7740 St Michel Boulevard	Montreal	Quebec
2 Main Street	Carrot River	Saskatchewan
63 Lavinia Street	New Glasgow	Nova Scotia
4531 Ste Catherine Street	St. Isidore	Ontario
540 River Bend Square NW	Edmonton	Alberta
237 Main Street	Chipman	New Brunswick
817 19 <sup>th</sup> Street NE	Calgary	Alberta
2016 Ogilvie Road	Ottawa	Ontario
14 Kinlock Road	Stratford	Prince Edward Island
445 Berford Street	Wiarion	Ontario
50 Rideau Street	Ottawa	Ontario
6777 Morrison Street	Niagara Falls	Ontario
6299 South Street Student Union Bldg	Halifax	Nova Scotia
291 Chemin Freeman	Gatineau	Quebec
675 Acadia Drive SE	Calgary	Alberta
3104 -27 <sup>th</sup> Street #4	Vernon	British Columbia
1588 Robson Street	Vancouver	British Columbia
760 Topsail Road	Mount Pearl	Newfoundland
2180 Highway 7 W	Concord	Ontario
2700 Dufferin Street, Unit 49-50	Toronto	Ontario
591 Cardero Street	Vancouver	British Columbia
2 Cornwall Avenue	St. John's	Newfoundland
751 Ridgewood Avenue	Ottawa	Ontario
1464 Queen Street W	Toronto	Ontario
789 Don Mills Road	North York	Ontario

\* The above information only captures net de-installations thus, if an ABM was installed and de-installed or visa versa in the same location during the fiscal year, that information is not included in the above reporting. Similarly if a location had three old ABMs de -installed and two new ABMs installed, the above report will only include the one net ABM de-installed.

## Corporate Headquarters

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## For further information contact

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