

INVESTOR PRESENTATION

FOURTH QUARTER 2018

November 27, 2018



CAUTION REGARDING FORWARD-LOOKING STATEMENTS

From time to time, 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. In addition, representatives of the Bank may include forward-looking statements orally to analysts, investors, the media and others. 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 2018 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, 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,” “foresee,” “forecast,” “anticipate,” “intend,” “estimate,” “plan,” “goal,” “project,” and similar expressions of future or conditional verbs, such as “will,” “may,” “should,” “would” and “could.”

By their very nature, forward-looking statements require us to make assumptions and are subject to inherent risks and uncertainties, which give rise to the possibility that our predictions, forecasts, projections, expectations or conclusions will not prove to be accurate, that our assumptions may not be correct and that our financial performance objectives, vision and strategic goals will not be achieved.

We caution readers not to place undue reliance on these statements as a number of risk factors, many of which are beyond our control and effects of which can be difficult to predict, could cause our actual results to differ materially from the expectations, targets, estimates or intentions expressed in such forward-looking statements.

The future outcomes that relate to forward-looking statements may be influenced by many factors, including but not limited to: general economic and market conditions in the countries in which we operate; changes in currency and interest rates; increased funding costs and market volatility due to market illiquidity and competition for funding; the failure of third parties to comply with their obligations to the Bank and its affiliates; changes in monetary, fiscal, or economic policy and tax legislation and interpretation; changes in laws and regulations or in supervisory expectations or requirements, including capital, interest rate and liquidity requirements and guidance, and the effect of such changes on funding costs; changes to our credit ratings; operational and infrastructure risks; reputational risks; the accuracy and completeness of information the Bank receives on customers and counterparties; the timely development and introduction of new products and services; our ability to execute our strategic plans, including the successful completion of acquisitions and dispositions, including obtaining regulatory approvals; critical accounting estimates and the effect of changes to accounting standards, rules and interpretations on these estimates; global capital markets activity; the Bank’s ability

to attract, develop and retain key executives; the evolution of various types of fraud or other criminal behaviour to which the Bank is exposed; disruptions in or attacks (including cyber-attacks) on the Bank’s information technology, internet, network access, or other voice or data communications systems or services; increased competition in the geographic and in business areas in which we operate, including through internet and mobile banking and non-traditional competitors; exposure related to significant litigation and regulatory matters; the occurrence of natural and unnatural catastrophic events and claims resulting from such events; 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. The Bank cautions that the preceding list is not exhaustive of all possible risk factors and other factors could also adversely affect the Bank’s results, for more information, please see the “Risk Management” section of the Bank’s 2018 Annual Report, as may be updated by quarterly reports.

Material economic assumptions underlying the forward-looking statements contained in this document are set out in the 2018 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. 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.

Any forward-looking statements contained in this document represent the views of management only as of the date hereof and are presented for the purpose of assisting the Bank’s shareholders and analysts in understanding the Bank’s financial position, objectives and priorities, and anticipated financial performance as at and for the periods ended on the dates presented, 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.

Additional information relating to the Bank, including the Bank’s Annual Information Form, can be located on the SEDAR website at www.sedar.com and on the EDGAR section of the SEC’s website at www.sec.gov.

SCOTIABANK OVERVIEW

Brian Porter

President & Chief Executive Officer

FISCAL 2018 OVERVIEW

Strong full-year results

MEDIUM-TERM FINANCIAL OBJECTIVES

	Objectives	2018 Results ¹
EPS Growth	7%+	9%
ROE	14%+	14.9%
Operating Leverage	Positive	3.7%
Capital Levels	Strong Levels	11.1%

HIGHLIGHTS












- Results ahead of medium-term objectives
- Strong performance across Personal & Commercial businesses
- Integration of recent acquisitions is proceeding well
- Solid progress on digital initiatives
- Exceeded cost control objectives; focused on productivity improvements
- Capital position remains strong
- Annual dividend increased a cumulative \$0.06 or 8% during the year

¹ Figures adjusted for Acquisition-related costs, including Day 1 PCL impact on acquired performing loans, integration and amortization costs related to current acquisitions, and amortization of intangibles related to current and past acquisitions

INTEGRATION UPDATE

Estimated accretion to diluted EPS remain unchanged

- **Closed acquisition of MD Financial. Completed merger of BBVA Chile.**
 - BBVA integration proceeding well
 - Minimal customer attrition at MD Financial and Jarislowsky Fraser
- **Remaining acquisition-related costs to be incurred in 2019 and 2020**
 - Integration costs of \$140-\$190 million
 - Amortization of intangibles of \$180-\$200 million
- **Neutral impact to Adjusted EPS in fiscal 2019; ~\$0.15 accretive in fiscal 2020**

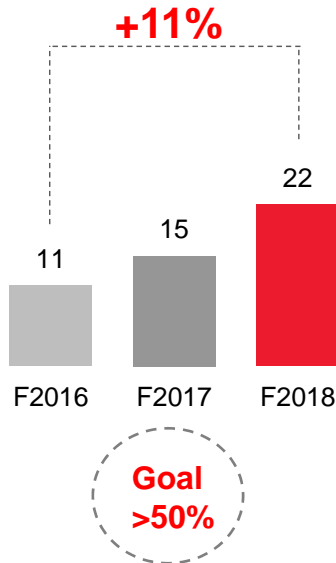
	Acquisition	Impact	Closing/Expected Closing
 Canada	 	Increased wealth management assets to \$230B. Creates 3 rd largest active asset manager in Canada.	Closed
 Chile		Doubled market share to 14%. Creates 3 rd largest private bank.	Closed
 Peru		Creates #2 bank in credit cards.	Q1/19*
 Colombia		Market leader in credit cards at 24% market share	Closed
 Dominican Republic		Doubles customer base. Creates 4 th largest full-service bank.	Q1/19*

* Subject to regulatory approvals and closing conditions

DIGITAL PROGRESS UPDATE

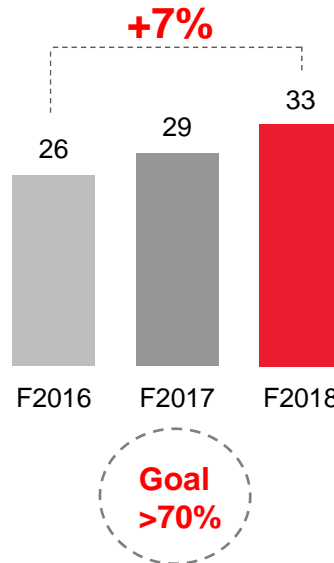
Progressing well against 2018 Investor Day digital targets

Digital Retail Sales



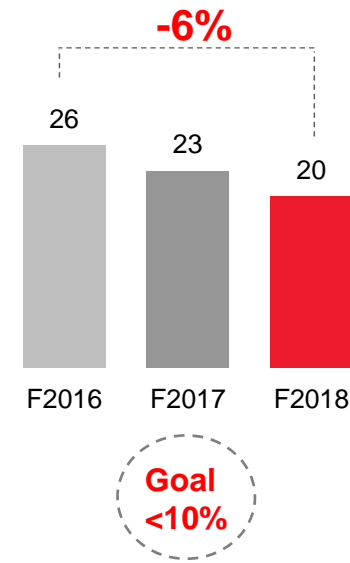
- Solid progress made in all five key markets across various product suites including deposits, personal loans, insurance, etc.

Digital Adoption



- Digitally-active users up over 30% in Mexico, Colombia and Peru. High single digit growth in Canada and Chile.

In-Branch Financial Transactions



- Mobile transactions up over 30% in Canadian Banking, while in-branch transactions declined 6%

FINANCIAL REVIEW

Raj Viswanathan
Chief Financial Officer

FISCAL 2018 FINANCIAL PERFORMANCE – FULL YEAR

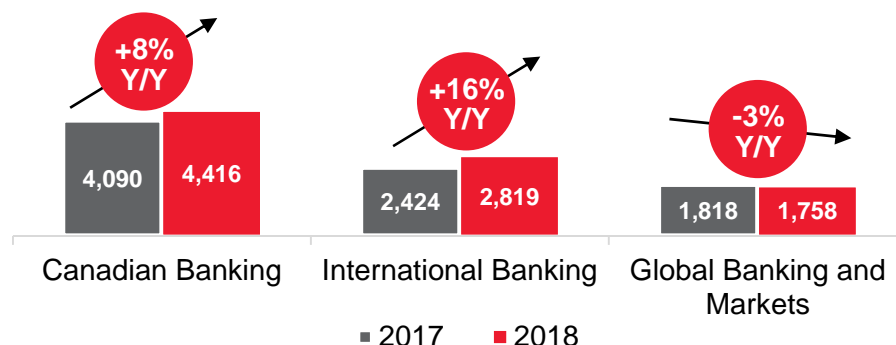
Strong adjusted earnings growth with positive operating leverage and productivity gains

\$MM, except EPS	2018	Y/Y
Reported		
Net Income	\$8,724	+6%
Diluted EPS	\$6.82	+5%
Revenue	\$28,775	+6%
Expenses	\$15,058	+3%
Productivity Ratio	52.3%	(160bps)
Core Banking Margin	2.46%	-
PCL Ratio ^{1, 2}	48bps	+3bps
PCL Ratio on Impaired Loans ^{1, 2}	43bps	(2bps)
Adjusted³		
Net Income	\$9,144	+10%
Diluted EPS	\$7.11	+9%
Expenses	\$14,871	+2%
Productivity Ratio	51.7%	(190bps)
PCL Ratio ^{1, 2}	41bps	(4bps)

YEAR-OVER-YEAR HIGHLIGHTS

- **Adjusted Net Income up 10%³**
- **Revenue up 6%**
 - Net interest income up 8%
 - Non-interest income up 4%
- **Expense growth of 2%³**
- **Productivity ratio improved 190 bps³**
- **Full year operating leverage of +3.7%³**
- **Improved PCL ratio on impaired loans^{1, 2}**

ADJUSTED NET INCOME³ BY BUSINESS SEGMENT (\$MM)



¹ 2018 amounts are based on IFRS 9. Prior period amounts were based on IAS 39

² Provision for credit losses on certain assets – loans, acceptances and off-balance sheet exposures

³ Adjusted for Acquisition-related costs, including integration and amortization costs related to current acquisitions, amortization of intangibles related to current and past acquisitions and the Day 1 PCL impact on acquired performing loans in Q3/18

Q4 2018 FINANCIAL PERFORMANCE

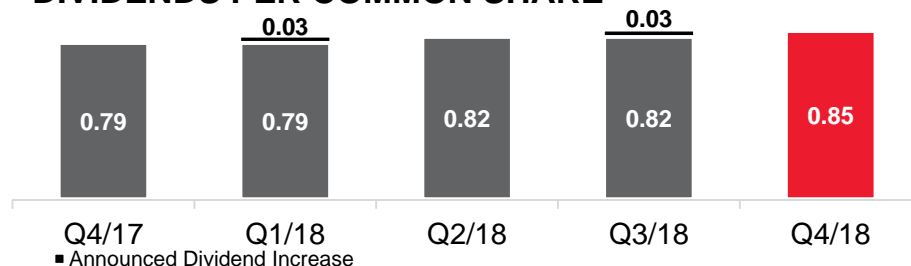
Strong revenue growth and higher NIM

\$MM, except EPS	Q4/18	Y/Y	Q/Q
Reported			
Net Income	\$2,271	+10%	+17%
Diluted EPS	\$1.71	+4%	+10%
Revenue	\$7,448	+9%	+4%
Expenses	\$4,064	+11%	+8%
Productivity Ratio	54.6%	+80bps	+210bps
Core Banking Margin	2.47%	+3bps	+1bp
PCL Ratio ^{1, 2}	39bps	(3bps)	(30bps)
PCL Ratio on Impaired Loans ^{1, 2}	42bps	-	+1bp
Adjusted³			
Net Income	\$2,345	+13%	+4%
Diluted EPS	\$1.77	+7%	+1%
Expenses	\$3,962	+9%	+6%
Productivity Ratio	53.2%	(40bps)	+140bps
PCL Ratio ^{1, 2}	39bps	(3bps)	(1bp)

YEAR-OVER-YEAR HIGHLIGHTS

- **Adjusted Net Income up 13%³**
- **Revenue up 9%**
 - Net interest income up 10%
 - Non-interest income up 8%
- **Expenses up 9%³**
- **Productivity ratio improved 40 bps³**
- **Flat PCL ratio^{1, 2} on impaired loans**

DIVIDENDS PER COMMON SHARE



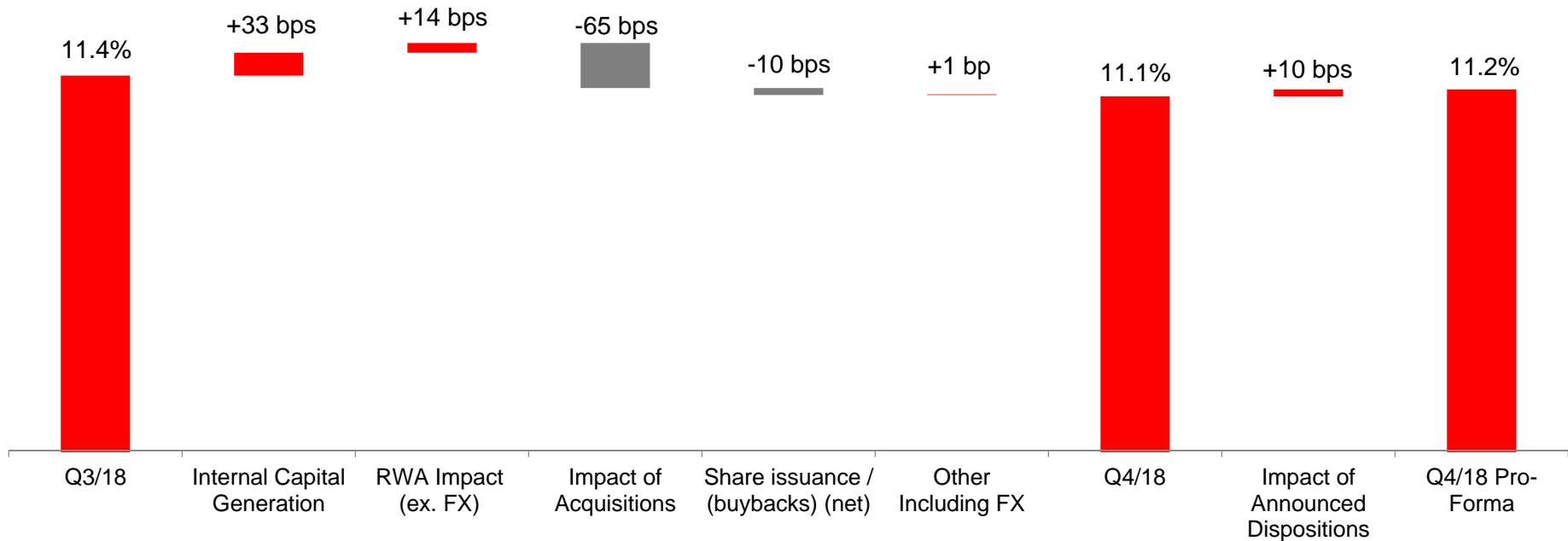
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CAPITAL POSITION REMAINS STRONG

Expect CET 1 ratio to remain above 11% in 2019



- **Strong internal capital generation**
- **Reduction mainly due to completed acquisitions in Q4/18**
- **Decline in market risk RWA and impact of FX**
- **Repurchased 5 million shares in Q4/18, 8.3 million shares in Fiscal 2018**
- **Expect further 10 bps increase from announced dispositions**

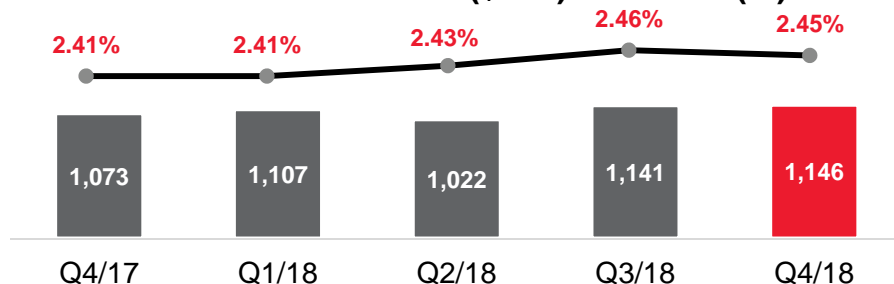
CANADIAN BANKING

Solid asset and deposit growth, margin expansion and positive operating leverage⁴

FINANCIAL PERFORMANCE AND METRICS (\$MM)¹

	Q4/18	Y/Y	Q/Q
Reported			
Revenue	\$3,443	+5%	+2%
Expenses	\$1,747	+7%	+5%
PCLs	\$198	(9%)	+9%
Net Income	\$1,115	+4%	(1%)
Productivity Ratio	50.7%	+80bps	+150bps
Net Interest Margin	2.45%	+4bps	(1bp)
PCL Ratio ^{2, 3}	0.23%	(4bps)	+2bps
PCL Ratio on Impaired Loans ^{2, 3}	0.22%	(5bps)	+1bp
Adjusted⁴			
Expenses	\$1,705	+5%	+4%
Net Income	\$1,146	+7%	-
Productivity Ratio	49.5%	(20bps)	+70bps

ADJUSTED NET INCOME^{1,4} (\$MM) AND NIM (%)



¹ Attributable to equity holders of the Bank

² 2018 amounts are based on IFRS 9. Prior period amounts were based on IAS 39

³ Provision for credit losses on certain assets – loans, acceptances and off-balance sheet exposures

⁴ Adjusted for Acquisition-related costs, including integration and amortization costs related to current acquisitions, and amortization of intangibles related to current and past acquisitions

YEAR-OVER-YEAR HIGHLIGHTS

- **Adjusted Net Income up 7%⁴**
 - Asset and deposit growth, margin expansion
- **Revenue up 5%**
 - Net interest income up 6%
- **Loan growth of 5%**
 - Business loans up 13%
 - Residential mortgages up 3%; credit cards up 7%
- **Deposit growth of 6%**
 - Personal up 5%; Non-Personal up 7%
- **NIM up 4 bps**
 - Rising rate environment and improved business mix
- **Expenses up 5%⁴**
 - Investments in technology and regulatory initiatives
 - Full-year productivity ratio improvement of 90bps⁴
- **Full-year operating leverage of +1.9%⁴**
- **PCL ratio^{2, 3} improved by 4 bps due to lower retail PCLs**

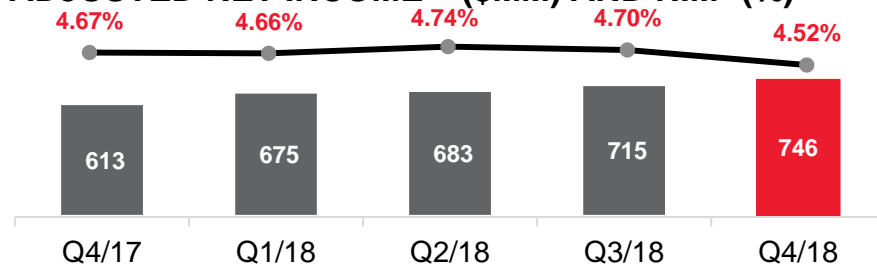
INTERNATIONAL BANKING

Strong performance in the Pacific Alliance supported by acquisitions

FINANCIAL PERFORMANCE AND METRICS (\$MM)^{1, 2}

	Q4/18	Y/Y	Q/Q
Reported			
Revenue	\$3,134	+22%	+11%
Expenses	\$1,721	+23%	+15%
PCLs	\$412	+32%	(45%)
Net Income	\$712	+18%	+36%
Productivity Ratio	54.9%	+50bps	+200bps
Net Interest Margin	4.52%	(15bps)	(18bps)
PCL Ratio	1.05%	(9bps)	(153bps)
PCL Ratio on Impaired Loans ^{3, 4}	1.20%	+6bps	(13bps)
Adjusted⁶			
Expenses	\$1,661	+19%	+14%
PCLs	\$412	+32%	+14%
Net Income	\$746	+22%	+6%
Productivity Ratio	53.0%	(100bps)	+130bps
PCL Ratio ^{3, 4, 6}	1.05%	(9bps)	(18bps)

ADJUSTED NET INCOME^{1, 6} (\$MM) AND NIM⁵ (%)



¹ Attributable to equity holders of the Bank

² Y/Y and Q/Q growth rates (%) are on a constant dollars basis, while metrics and change in bps are on a reported basis

³ 2018 amounts are based on IFRS 9. Prior period amounts were based on IAS 39

⁴ Provision for credit losses on certain assets – loans, acceptances and off-balance sheet exposures

⁵ Net Interest Margin is on a reported basis

⁶ Adjusted for Acquisition-related costs, including integration and amortization costs related to current acquisitions, amortization of intangibles related to current and past acquisitions and the Day 1 PCL impact on acquired performing loans in Q3/18

YEAR-OVER-YEAR HIGHLIGHTS²

- **Adjusted Net Income up 22%⁶**
 - Strong asset and deposit growth in Pacific Alliance
 - Includes impact of acquisitions and alignment of reporting period
- **Revenues up 22%**
 - Pacific Alliance up 28%
- **Loans up 29%**
 - Pacific Alliance loans up 42%
- **NIM down 15 bps**
 - Mainly driven by the business mix impact of acquisitions
- **Expenses up 19%⁶**
 - Business volume growth, inflation and higher technology costs
 - Full year productivity ratio improvement of 150bps⁶
- **Full-year positive operating leverage of 3.1%⁶**
- **PCL ratio^{3, 4, 6} down 9 bps**

GLOBAL BANKING AND MARKETS

Solid loan growth, strong credit quality and lower productivity ratio

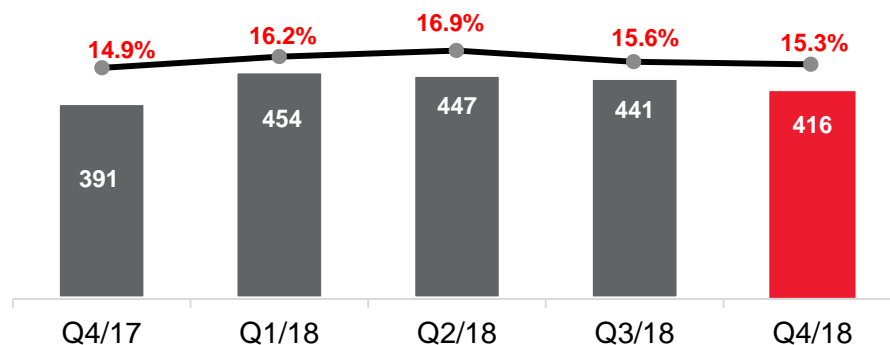
FINANCIAL PERFORMANCE AND METRICS¹ (\$MM)

	Q4/18	Y/Y	Q/Q
Revenue	\$1,073	(1%)	(3%)
Expenses	\$553	(3%)	+2%
PCLs	(\$20)	N/A	N/A
Net Income	\$416	+6%	(6%)
Productivity Ratio	51.5%	(80bps)	+260bps
Net Interest Margin	1.72%	(16bps)	(10bps)
PCL Ratio ^{2, 3}	(0.09%)	(13bps)	(4bps)
PCL Ratio on Impaired Loans ^{2, 3}	(0.07%)	(11bps)	(1bp)

YEAR-OVER-YEAR HIGHLIGHTS

- **Reported Net Income up 6%**
- **Loans up 7%**
 - U.S. loans up 13%
- **NIM down 16 bps**
 - Mainly driven by lower deposit and lending margins
- **Expenses down 3%**
- **Productivity ratio improved 80 bps**
- **PCL ratio^{2, 3} improved by 13 bps**
 - Impaired loan provision reversals in Europe

NET INCOME¹ AND ROE



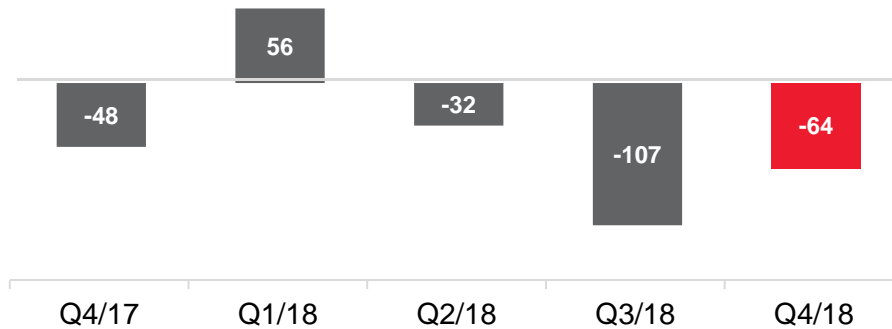
¹ Attributable to equity holders of the Bank

² 2018 amounts are based on IFRS 9. Prior period amounts were based on IAS 39

³ Provision for credit losses on certain assets – loans, acceptances and off-balance sheet exposures

OTHER SEGMENT¹

NET INCOME² (\$MM)



YEAR-OVER-YEAR HIGHLIGHTS

- Lower net gain on the sale of investment securities, lower net interest income from asset-liability management activities
- Partly offset by lower expenses

¹ Represents smaller operating segments including Group Treasury and corporate adjustments

² Attributable to equity holders of the Bank

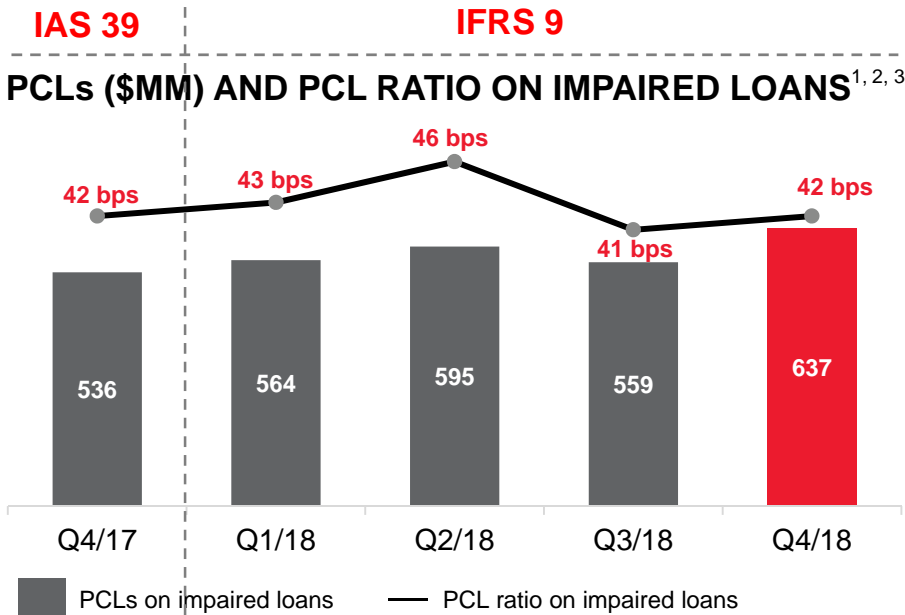
RISK REVIEW

Daniel Moore

Chief Risk Officer

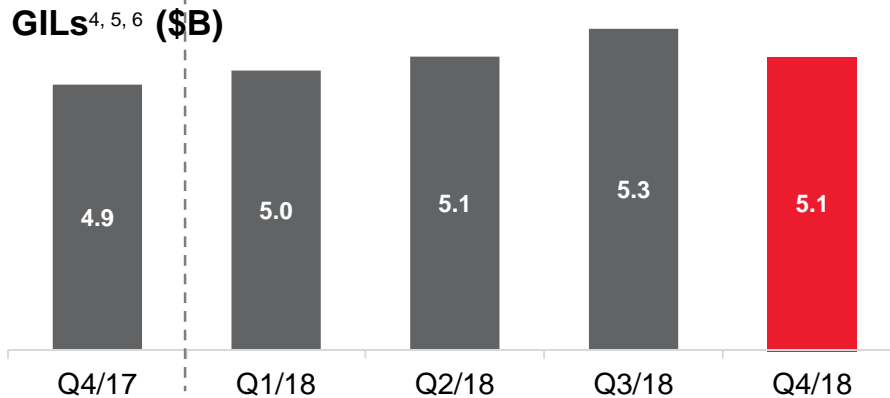
RISK REVIEW

Credit fundamentals remain strong. Stable PCL ratio



YEAR-OVER-YEAR HIGHLIGHTS

- PCLs^{1,2} on impaired loans of \$637 million were up 14% Q/Q and 19% Y/Y
 - Higher retail provisions in International Banking were driven mainly by acquisitions
- PCL ratio^{1,2} on impaired loans was up 1 bp Q/Q and flat Y/Y
- The PCL ratio^{1,2} was 39 bps, down 1 bp Q/Q³ and down 3 bps Y/Y



¹ 2018 amounts are based on IFRS 9. Prior period amounts were based on IAS 39

² Provision for credit losses on certain assets – loans, acceptances and off-balance sheet exposures

³ Excludes acquisition-related costs including Day 1 impact on acquired performing loans

⁴ Excludes loans acquired under the Federal Deposit Insurance Corporation (FDIC) guarantee related to the acquisition of R-G Premier Bank of Puerto Rico.

⁵ As of Q1/18, R-G Premier is included in International Commercial and International Retail

⁶ Excludes impact of acquisitions in Q3/18 of \$0.2B

PCL RATIOS

Stable all-bank PCL ratios on impaired loans

	IAS 39			IFRS 9					
	Q4/17	Q1/18	Q2/18	Q3/18	Q4/18				
(As a % of Average Net Loans & Acceptance)	PCLs on Impaired Loans	PCLs on Impaired Loans	Total PCLs	PCLs on Impaired Loans	Total PCLs	PCLs on Impaired Loans	Total PCLs (adj)	PCLs on Impaired Loans	Total PCLs
Canadian Banking									
Retail	0.30	0.29	0.28	0.28	0.28	0.25	0.24	0.25	0.25
Commercial	0.07	0.11	0.08	0.09	0.09	(0.04)	0.06	0.06	0.15
Total	0.27	0.27	0.25	0.25	0.25	0.21	0.21	0.22	0.23
Total – Excluding Credit Mark Benefits	0.28	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
International Banking									
Retail	2.00	2.28	2.39	2.26	2.16	2.36	2.25 ⁴	2.38	2.21
Commercial	0.32	0.28	0.20 ¹	0.55	0.34 ¹	0.38	0.31 ^{1, 4}	0.07	(0.06)
Total	1.14	1.25 ²	1.26 ^{1, 2}	1.38 ²	1.22 ^{1, 2}	1.33	1.23 ⁴	1.20	1.05
Total – Excluding Credit Mark Benefits	1.34	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Global Banking and Markets									
	0.04	(0.01)	(0.04)	0.02	(0.05)	(0.06)	(0.05)	(0.07)	(0.09)
All Bank	0.42	0.43	0.42	0.46	0.42	0.41	0.40	0.42	0.39

¹ Excludes provision for credit losses on debt securities and deposit with banks

² Not comparable to prior periods, which were net of acquisition benefits

³ On an reported basis; includes impact of Day 1 PCLs from acquisitions

⁴ On an adjusted basis; adjusted for Day 1 PCLs from acquisitions

NET WRITE-OFFS

Stable net write-off ratio

	Q4/17	Q1/18	Q2/18	Q3/18	Q4/18
(As a % of Average Net Loans & Acceptances)^{1, 2}					
Canadian Banking	0.29%	0.25%	0.26%	0.23%	0.23%
International Banking	1.16%	1.38%	1.26%	1.14%	1.24%
Global Banking and Markets	0.04%	0.05%	0.08%	-	(0.03)%
All Bank	0.44%	0.46%	0.45%	0.39%	0.45%

¹ Annualized

² Net write-offs are net of recoveries

ENERGY EXPOSURE

Significantly de-risked energy related exposure

	Loans and Acceptances Outstanding (\$B)	% of Total Energy Exposure	% of Total Loans and Acceptances Outstanding	% Investment Grade
Total Exploration and Production	6.6	49%	1.1%	64%
Canadian Exploration and Production	3.4	21%	0.6%	83%
WCS Exposure	1.2	8%	0.2%	88%
Total Other ¹	8.2	51%	1.5%	N/A
Total Energy Exposure	14.8	100%	2.6%	64%

- Watch-list reduced to less than 1% of total exposures from 14%
- RWA has decreased 37% since Q4/16

¹ Other includes Midstream (\$4.9 billion), Downstream (\$1.9 billion) and Oil Field Services (\$1.4 billion)

APPENDIX

DILUTED EPS RECONCILIATION

	Q4/18	Q3/18	2018
	Diluted EPS (\$ per share)	Diluted EPS (\$ per share)	Diluted EPS (\$ per share)
Reported	\$1.71	\$1.55	\$6.82
Impact of Acquisition-related costs on diluted earnings per share ¹	\$0.06	\$0.21	\$0.29
Adjusted	\$1.77	\$1.76	\$7.11

¹ Acquisition-related costs includes integration and amortization costs related to current acquisitions, amortization of intangibles related to current and past acquisitions and the Day 1 PCL impact on acquired performing loans in Q3/18

SUMMARY OF ADJUSTING ITEMS¹

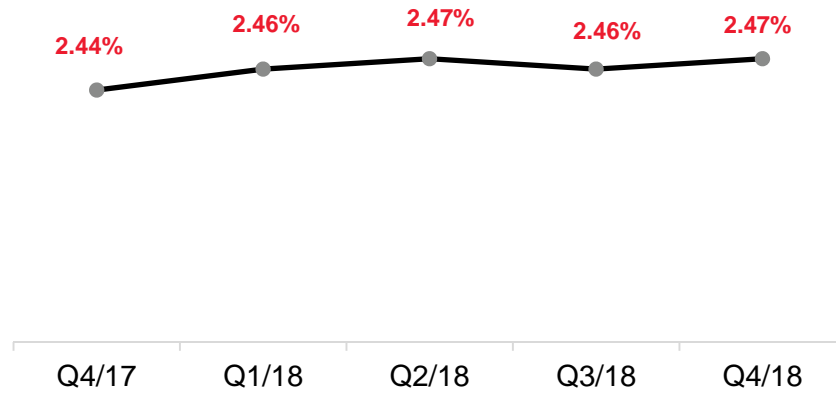
Adjusting Items (Pre-Tax)	Q4/17	Q3/18	Q4/18		
(\$MM)					
Acquisition-Related Costs					
Day 1 PCL on acquired performing financial instruments					
- International Banking	-	404	-	-	-
Integration Costs	-	26	75		
Canadian Banking	-	3	28		
International Banking	-	23	47		
Amortization of Intangibles²	19	23	27		
Canadian Banking	8	12	14		
International Banking	11	11	13		
Total (Pre-Tax)	19	453	102		
Adjusting Items (After-Tax and NCI)	Q4/17	Q3/18	Q4/18		
(\$MM)			Tax	NCI	After-Tax and NCI
Acquisition-Related Costs					
Day 1 PCL on acquired performing financial instruments					
- International Banking	-	176	-	-	-
Integration Costs	-	15	21	9	45
Canadian Banking	-	2	7	-	21
International Banking	-	13	14	9	24
Amortization of Intangibles³	14	16	7	-	20
Canadian Banking	6	9	4	-	10
International Banking	8	7	3	-	10
Total (After-Tax and NCI)	14	207	28	9	65

¹ May not add due to rounding

² Excludes amortization of intangibles related to software (pre-tax)

³ Excludes amortization of intangibles related to software (after-tax)

STABLE CORE BANKING MARGIN



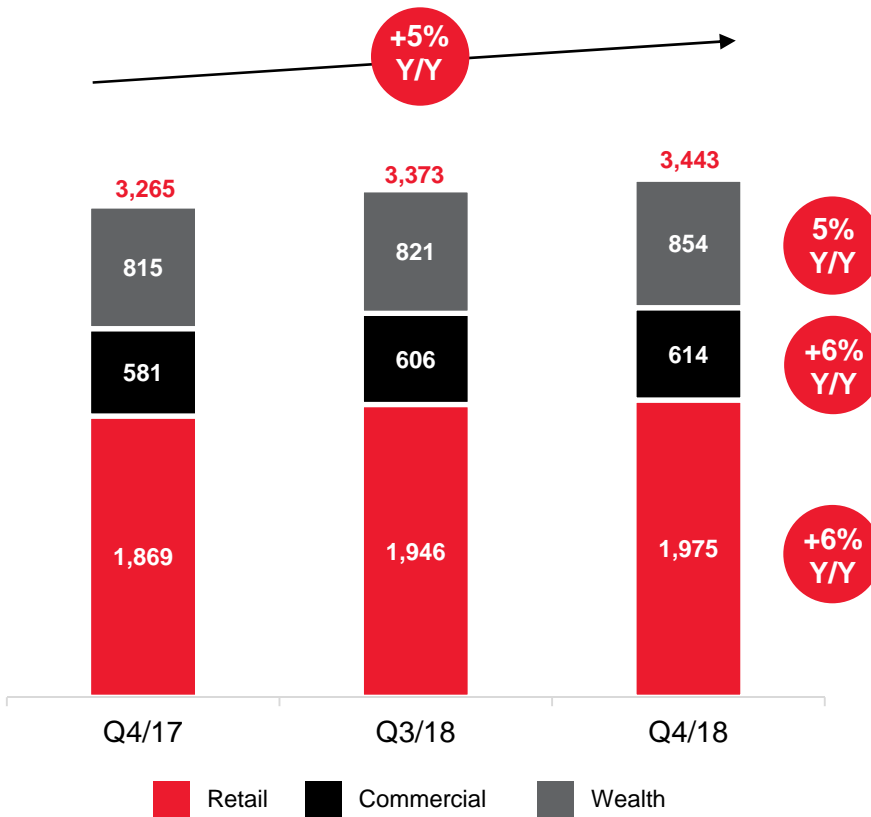
YEAR-OVER-YEAR HIGHLIGHTS

- Change in business mix from the impact of International Banking acquisitions and higher margins in Canadian Banking
- Lower margins in Global Banking and Markets and lower contribution from asset/liability management activities

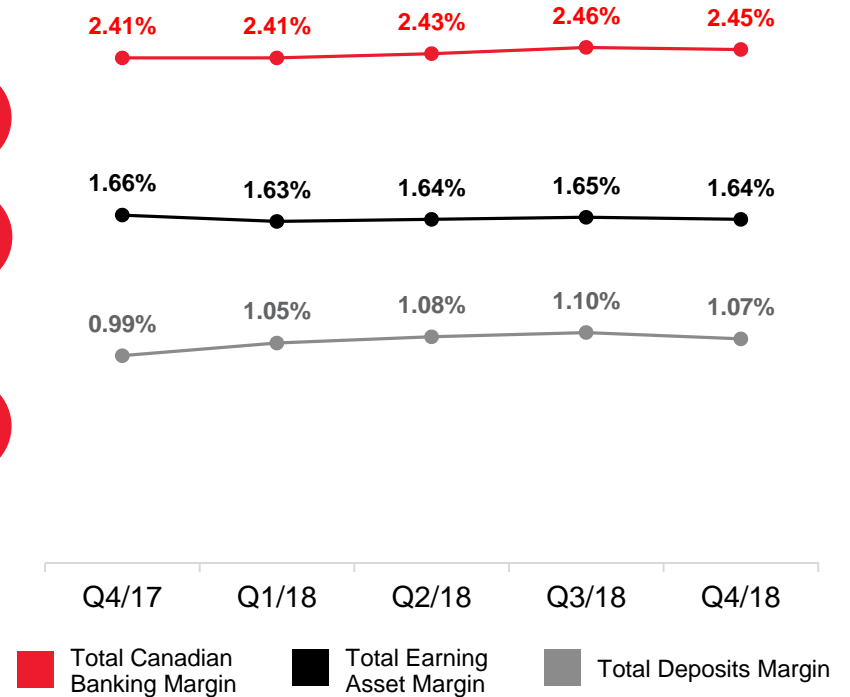
CANADIAN BANKING – REVENUE GROWTH AND NIM

Good retail and commercial lending revenue growth

REVENUE (TEB) (\$MM)



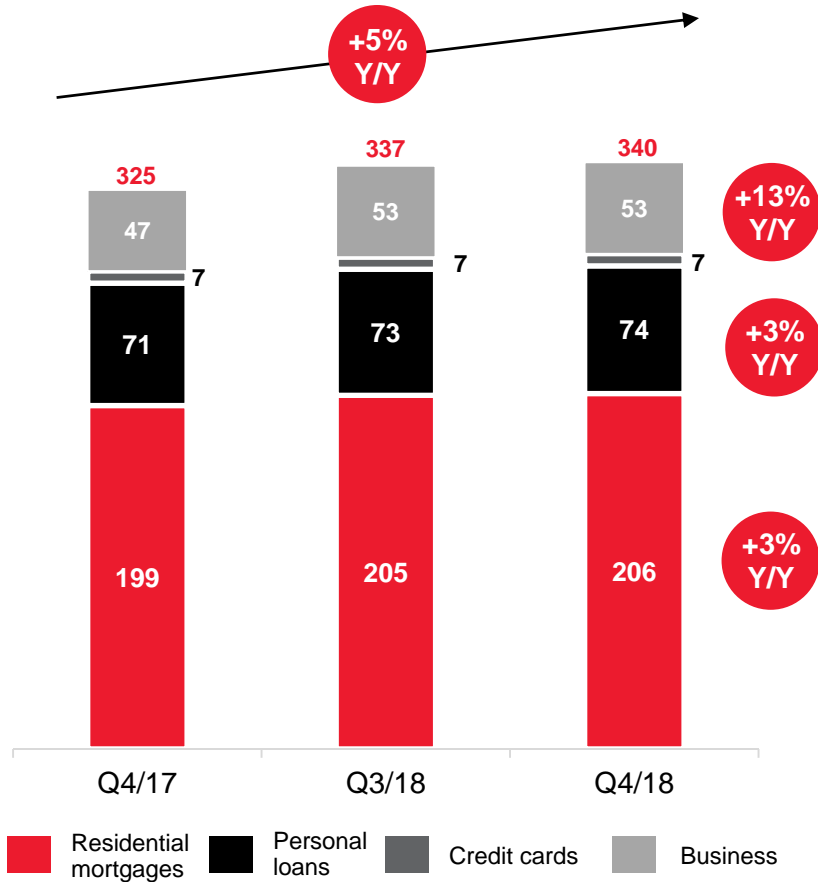
NIM (%)



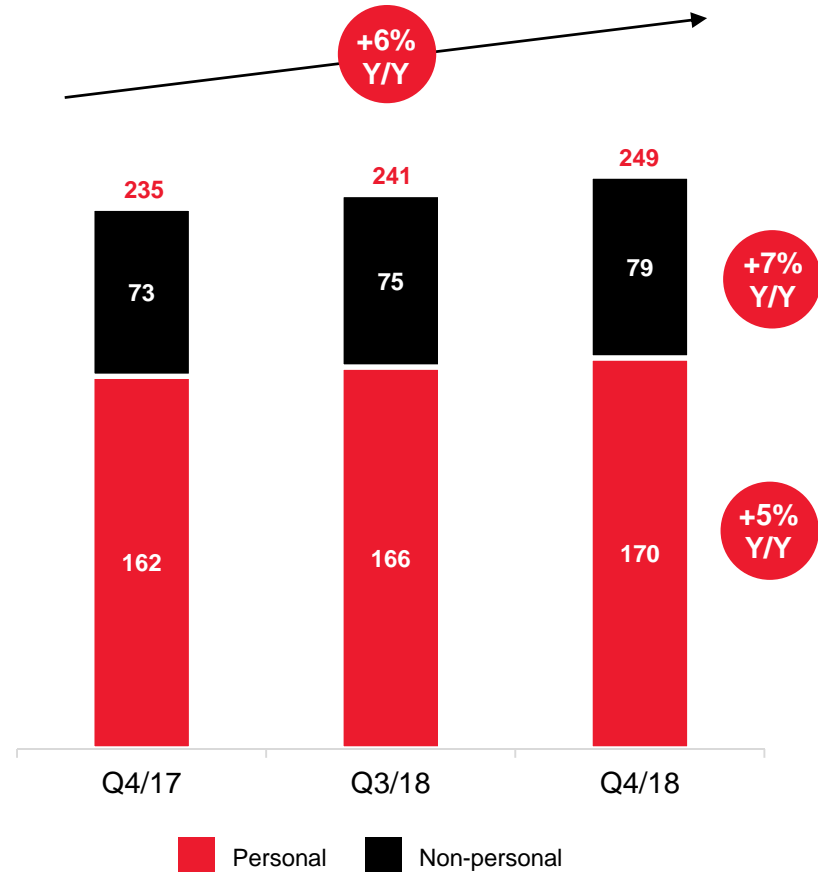
CANADIAN BANKING – VOLUME GROWTH

Strong business loan growth, and continue to grow retail deposits

AVERAGE LOANS & ACCEPTANCES (\$B)¹



AVERAGE DEPOSITS (\$B)¹

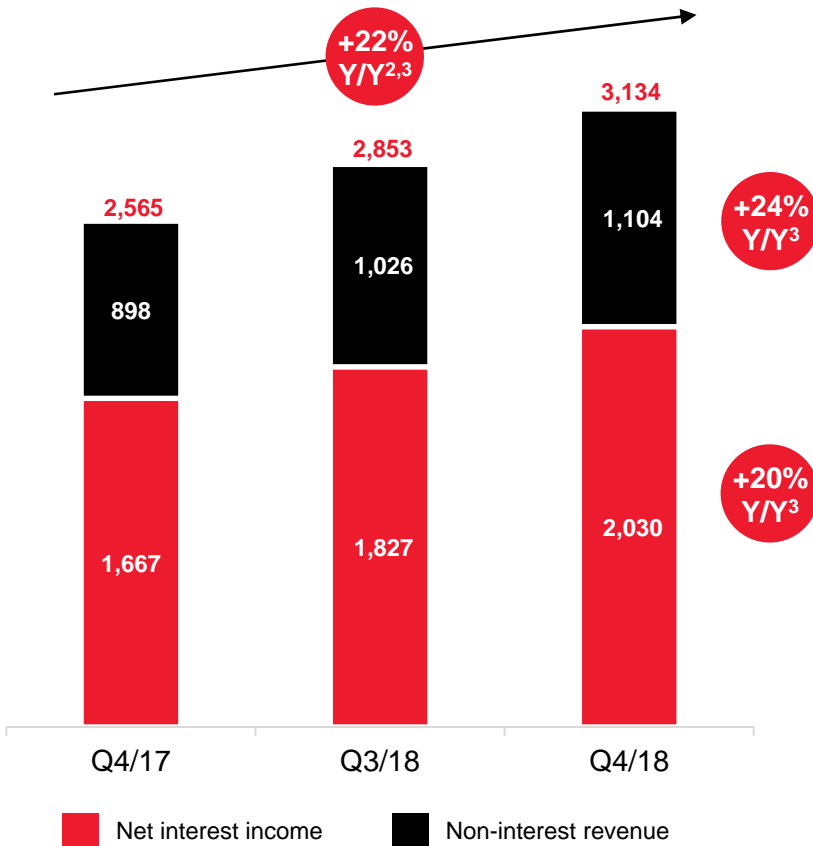


¹ May not add due to rounding

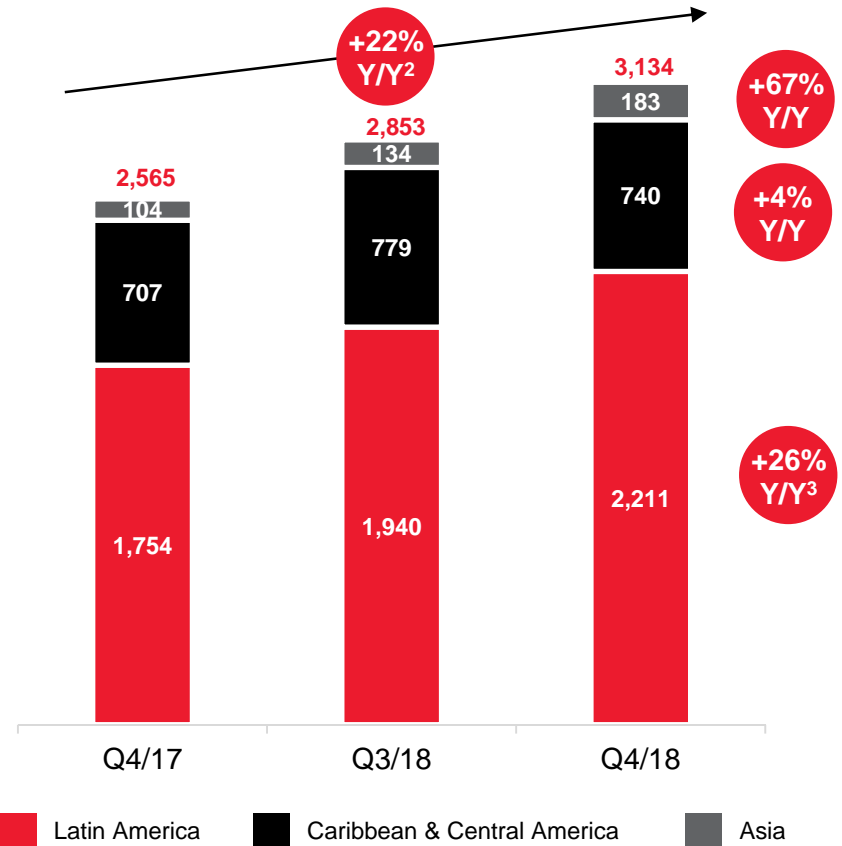
INTERNATIONAL BANKING – REVENUE GROWTH

Latin America, driven by the Pacific Alliance, continues to deliver strong revenue growth

BY TYPE (TEB) (\$MM)¹



BY REGION (TEB) (\$MM)¹

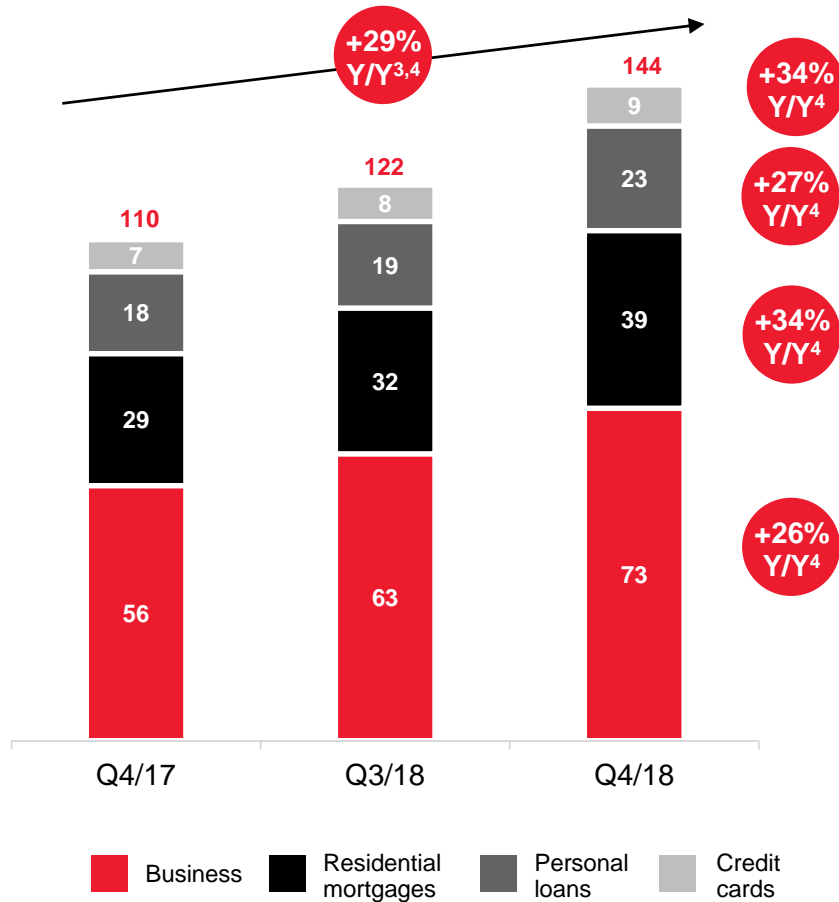


¹ Y/Y growth rates are on a constant dollar basis
² Revenue growth of 22% Y/Y on a reported basis
³ Includes the impact of acquisitions

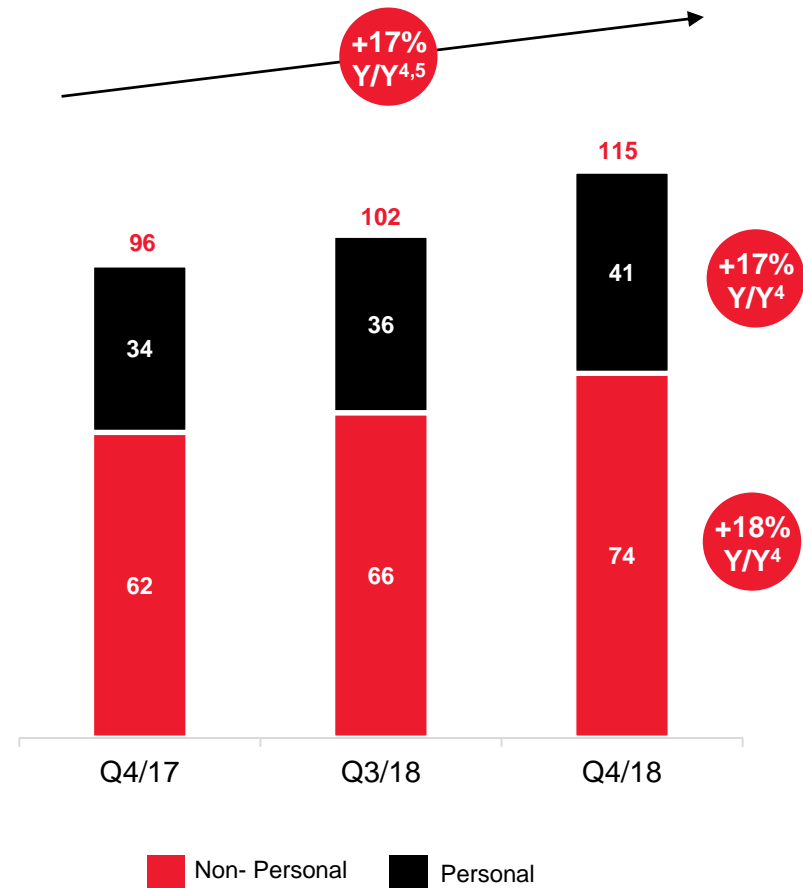
INTERNATIONAL BANKING – VOLUME GROWTH

Solid loan and deposit growth

AVERAGE LOANS & ACCEPTANCES (\$B)¹



AVERAGE DEPOSITS (\$B)^{1,2}



¹ Y/Y growth rates are on a constant dollar basis

² Includes deposits from banks

³ Average loans & acceptances growth of 31% Y/Y on a reported basis

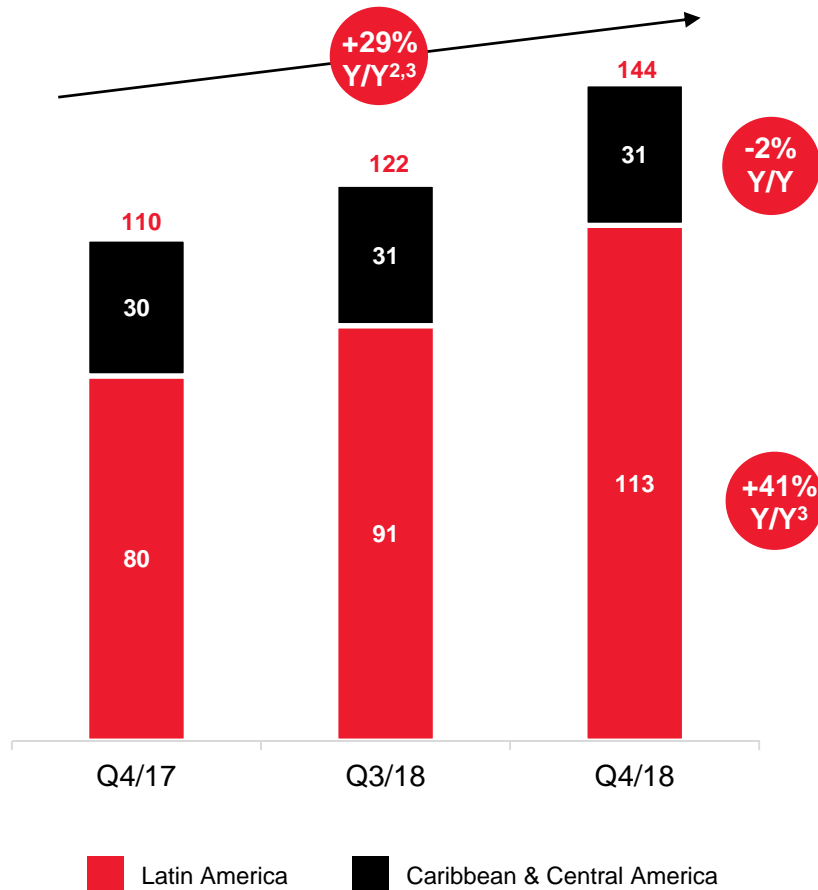
⁴ Includes the impact of acquisitions

⁵ Average deposits growth of 20% Y/Y on a reported basis

INTERNATIONAL BANKING – REGIONAL LOAN GROWTH

Strong loan growth in Latin America, largely due to acquisitions

AVERAGE LOANS & ACCEPTANCES (\$B)¹



CONSTANT DOLLAR LOAN VOLUMES, Y/Y

	Retail	Commercial ⁴	Total
Latin America	47%	35%	41%
C&CA	0%	(4%)	(2%)
Total	31%	26%	29%

	Retail ex-M&A	Commercial ⁴ ex-M&A	Total ex-M&A
Latin America	13%	15%	14%
C&CA	0%	(4%)	(2%)
Total	9%	10%	10%

¹ Y/Y growth rates are on a constant dollar basis

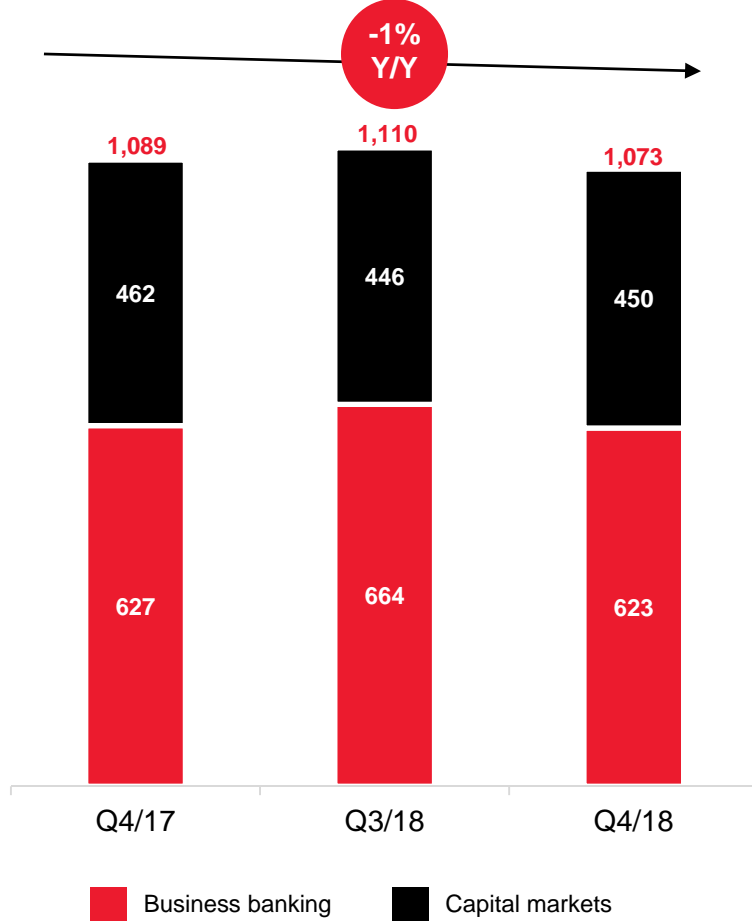
² Average loans & acceptances growth of 31% Y/Y on a reported basis

³ Includes the impact of acquisitions

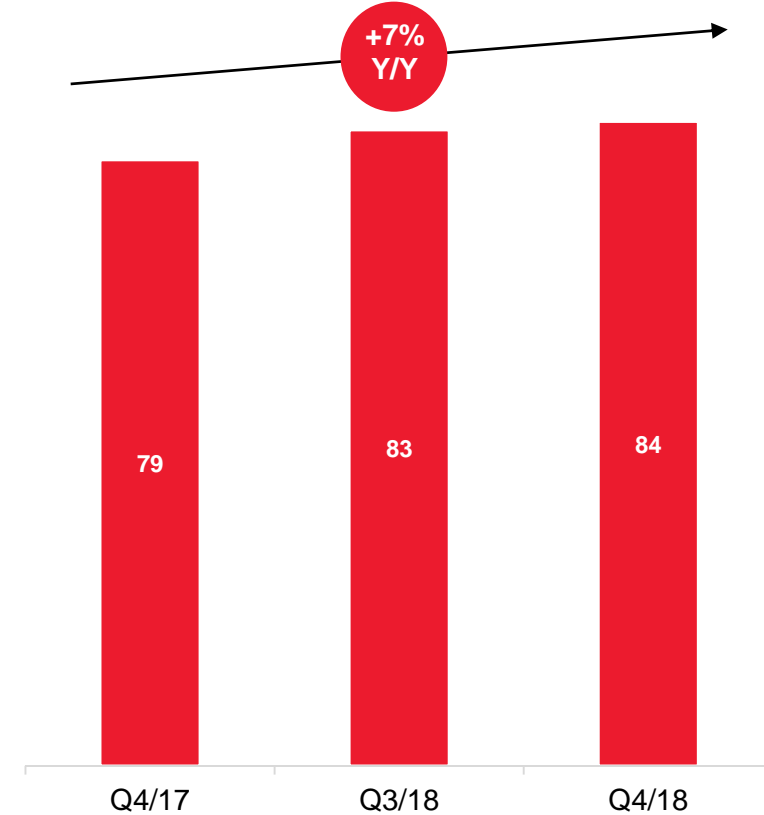
⁴ Excludes bankers acceptances

GLOBAL BANKING AND MARKETS – REVENUE AND VOLUME GROWTH

REVENUE (TEB) (\$MM)



AVERAGE BUSINESS AND GOVERNMENT LOANS & ACCEPTANCES (\$B)









ECONOMIC OUTLOOK IN KEY MARKETS

Macro economic growth improving for Pacific Alliance countries

- Improving economic growth outlook in 2019 for Canada and the majority of the Pacific Alliance countries

Real GDP (Annual % Change)





Country	2017	2018F	2019F
 Canada	3.0	2.1	2.2
 U.S.	2.2	2.9	2.4
 Mexico	2.0	1.8	2.1
 Peru	2.5	3.7	4.0
 Chile	1.5	3.9	3.2
 Colombia	1.8	2.5	3.5

SCOTIABANK IN THE PACIFIC ALLIANCE COUNTRIES

Well positioned to grow now and in the future

Key Highlights of Pacific Alliance countries (PACs)

Population^{1,2}	• 6x Canada's population; projected growth outpaces Canada, other EM ³ and G7 countries; median age ⁴ of 29 vs. 42 in Canada
Government	
Presidential Elections	• No elections expected until 2021
Financial Stability	• All sovereign credit ratings in IG category with central banks targeting inflation since 1999
Economy	
GDP ¹	• Ranks as 9th largest economy in the world
Exports ⁵	• Manufacturing is the largest source of exports for the PACs at 64%
Trade Partners ⁵	• US, China and Canada are the PACs' largest trading partners, representing 72% of exports
Business Environment	
HDI Score Rank ⁶	• Ranks "High" or "Very High," comparable to Canada and the U.S.
Banking Penetration ¹	• Under-banked with average banking penetration at 50% compared to over 90% in Canada and the U.S.
Foreign Direct Investment ¹	• FDI averaging 3.2% of GDP compared to 1.7% in Canada and the U.S.

	 Mexico	 Peru	 Chile	 Colombia	PACs (Total/Average)
Scotiabank Market Share⁷	7.1%	18.2%	13.8%	6.2%	11.3%
Market Share Ranking⁷	6th	3rd	3rd	5th	4th
Strengths	Mortgages and Auto	Commercial, Personal and Credit cards	Commercial, Credit cards and Mortgages	Retail and Credit Cards	Well positioned
Average Assets⁸(C\$B)	\$32.3	\$24.0	\$32.9	\$12.3	\$101.5
Revenue⁸(C\$B)	\$2.2	\$2.0	\$1.7	\$1.3	\$7.2
Net Income after NCI^{8,9}(C\$B)	\$0.6	\$0.7	\$0.4	\$0.1	\$1.9
ROE^{8,9}	26%	24%	11%	6%	17%
# of Employees^{8,10}	13,204	11,032	9,386	9,658	43,280

¹ Source: World Bank 2017

² Population growth: World Bank DataBank 2017-2022

³ EM countries include: Argentina, Brazil, China, Greece, India, Indonesia, Poland, South Africa, Turkey, and Russia

⁴ Source: The World Factbook, CIA 2017

⁵ Source: United Nations Conference on Trade and Development (UNCTAD) 2017; Organization for Economic Co-operation and Development (OECD) 2016

⁶ Source: United Nations Development Programme (UNDP) 2017. For more information, please refer to: http://hdr.undp.org/sites/default/files/2018_human_development_statistical_update.pdf

⁷ Total loans market share as of September 2018

⁸ As of October 31, 2018 or for the fiscal year 2018

⁹ Earnings adjusted for acquisition –related costs including the Day 1 PCL on acquired performing loans, integration and amortization costs related to current acquisitions, and amortization of intangibles related to current and past acquisitions

¹⁰ Employees are reported on a full-time equivalent basis

PROVISION FOR CREDIT LOSSES

(\$MM)	IAS 39			IFRS 9					
	Q4/17	Q1/18		Q2/18		Q3/18		Q4/18	
	PCLs on Impaired Loans	PCLs on Impaired Loans	Total PCLs	PCLs on Impaired Loans	Total PCLs	PCLs on Impaired Loans	Total PCLs (adj.)	PCLs on Impaired Loans	Total PCLs
Canadian Banking									
Canadian Retail	210	206	200	193	193	179	174	181	179
Canadian Commercial	8	14	10	11	12	(5)	7	7	19
Total Canadian Banking	218	220	210	204	205	174	181	188	198
Total – Excluding Credit Mark Benefits	224	N/A	N/A	N/A	N/A	N/A	N/A		
International Banking									
International Retail	265	306	320	308	294	337	320 ⁴	412	384
International Commercial	45	40	24 ¹	80	46 ¹	60	47 ^{1, 4}	13	(12)
Total	310	346 ²	344 ^{1, 2}	388 ²	340 ^{1, 2}	397 ²	367 ^{1, 2, 4}	425	372
Total – Excluding Credit Mark Benefits	365	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Global Banking and Markets									
Other	8	(2)	(9)	3	(11)	(12)	(10)	(17)	(21)
All Bank	536	564	544	595	534	559	539	637	590

¹ Includes provision for credit losses on debt securities and deposit with banks of \$41 million (Q1/18: -\$5 million, Q2/18: -\$4 million, Q3/18: \$Nil) in International Banking and \$1 million (Q1/18: -\$1 million, Q2/18: \$Nil, Q3/18: \$1 million) in Other

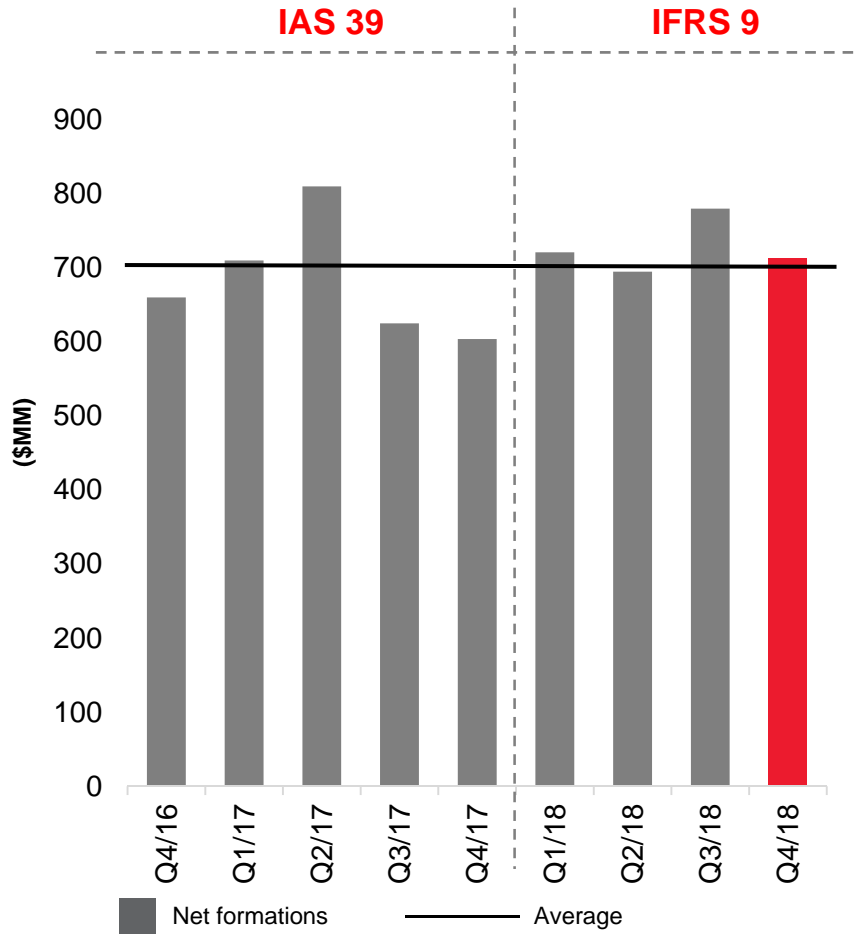
² Not comparable to periods prior to Q1/18, which were net of acquisition benefits

³ Figures on an reported basis; includes impact of Day 1 PCLs from acquisitions

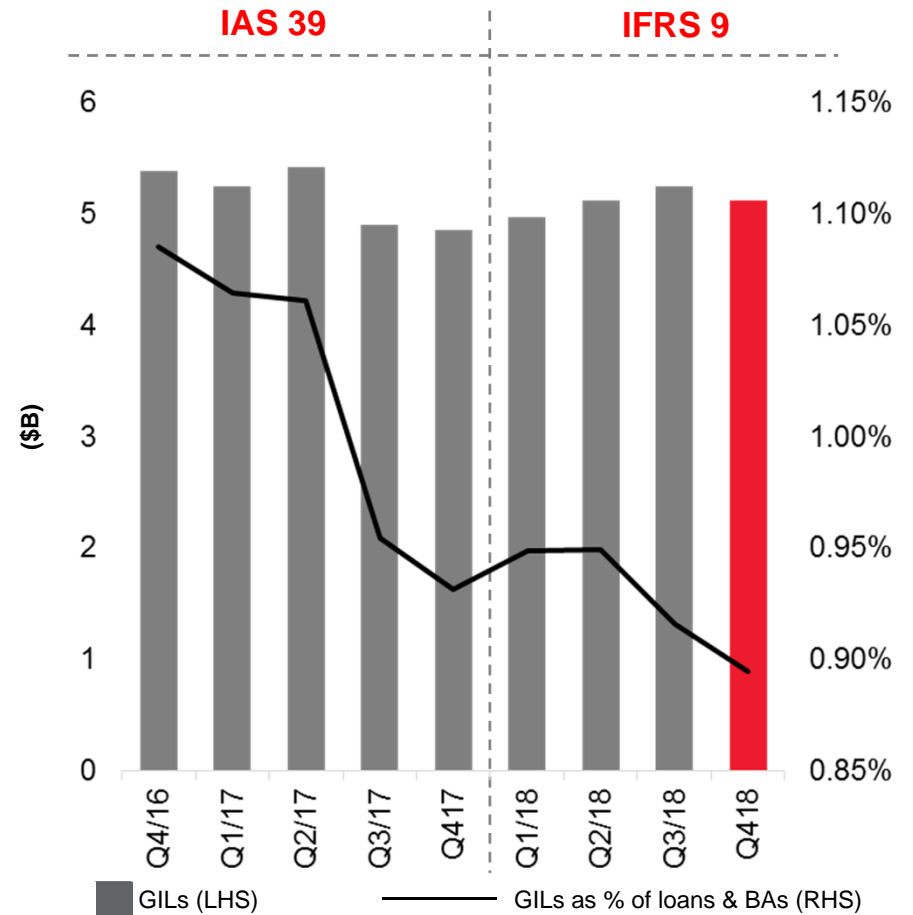
⁴ Figures on an adjusted basis; adjusted for Day 1 PCLs from acquisitions

IMPAIRED LOANS

NET FORMATIONS OF IMPAIRED LOANS^{1,2}



GROSS IMPAIRED LOANS^{1,2,3}



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

² 2018 amounts are based on IFRS 9. Prior period amounts were based on IAS 39

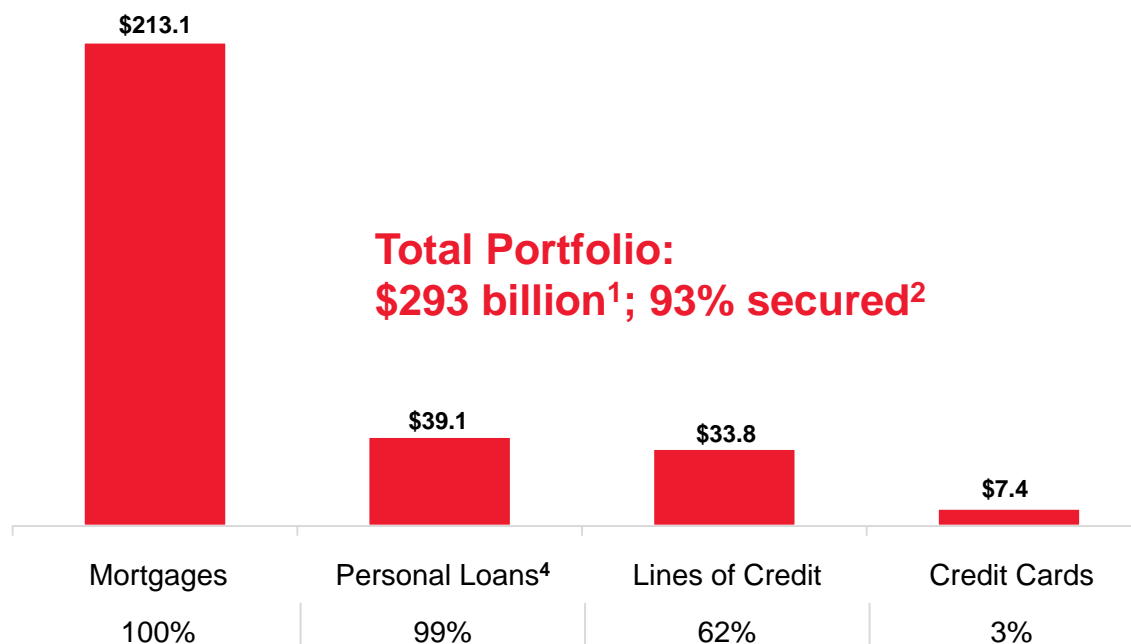
¹ Prior to Q1/18, excludes loans acquired under the Federal Deposit Insurance Corporation (FDIC) guarantee related to the acquisition of R-G Premier Bank of Puerto Rico. Effective Q1/18, includes loans acquired under the Federal Deposit Insurance Corporation (FDIC) guarantee related to the acquisition of R-G Premier Bank of Puerto Rico

² 2018 amounts are based on IFRS 9. Prior period amounts were based on IAS 39

³ Excludes impact of acquisitions in Q3/18 of \$0.2B

CANADIAN RETAIL: LOANS AND PROVISION

(Spot Balances as at Q4/18, \$B)



PCL ³	Mortgages		Personal Loans ⁴		Lines of Credit		Credit Cards	
	Q4/18	Q3/18	Q4/18	Q3/18	Q4/18	Q3/18	Q4/18	Q3/18
PCLs on Impaired Loans								
\$ millions	6	3	71	64	55	56	49	56
% of avg. net loans (bps)	1	1	69	63	68	70	283	330
PCLs								
\$ millions	0	1	73	67	55	60	51	46
% of avg. net loans (bps)	0	0	70	66	68	75	292	269

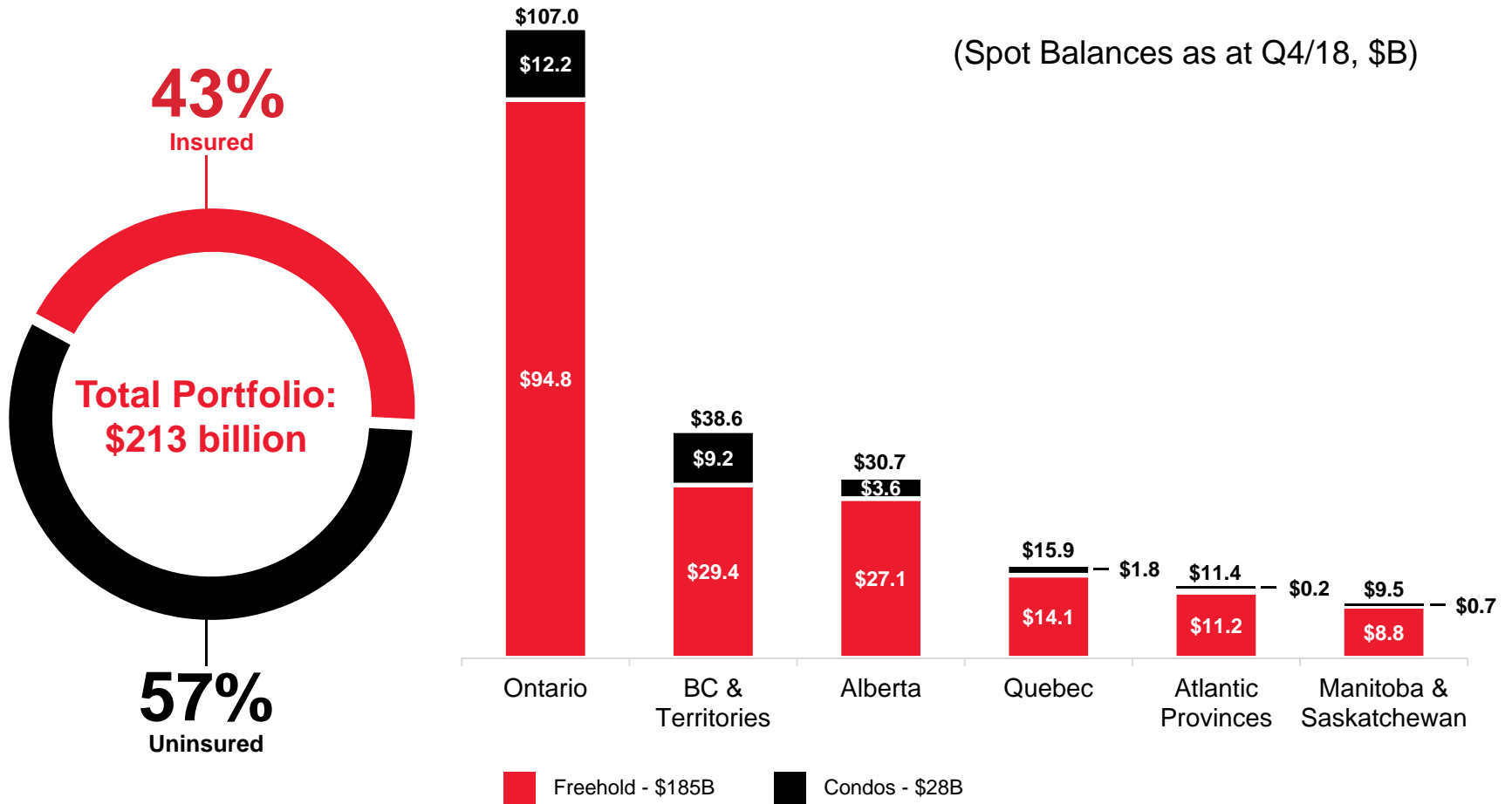
¹ Includes Tangerine balances of \$6 billion

² 81% secured by real estate; 12% secured by automotive

³ 2018 amounts are based on IFRS 9

⁴ 99% are automotive loans

CANADIAN RESIDENTIAL MORTGAGE PORTFOLIO



Average LTV of uninsured mortgages is 54%¹

New originations² average LTV of 63% in Q4/18

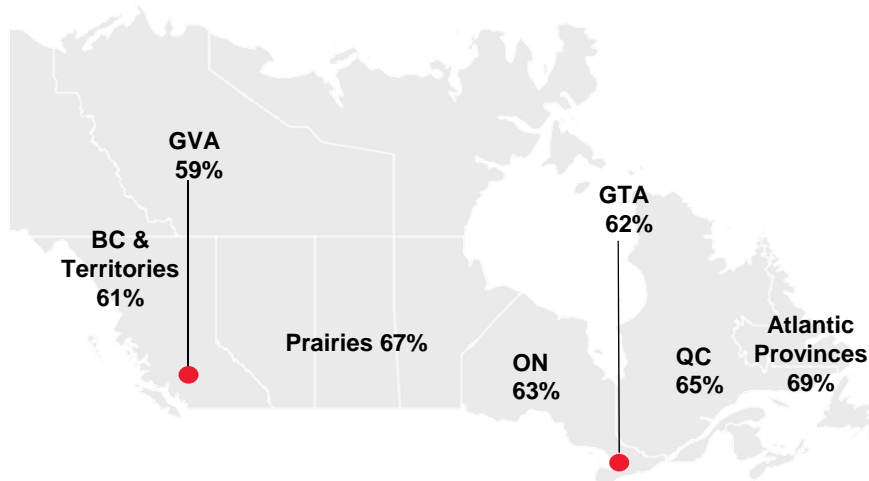
¹ LTV calculated based on the total outstanding balance secured by the property. Property values indexed using Teranet HPI data.

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.

Q4 2018 CANADIAN RESIDENTIAL MORTGAGES

Credit fundamentals remain strong

NEW ORIGINATIONS UNINSURED LTV* DISTRIBUTION



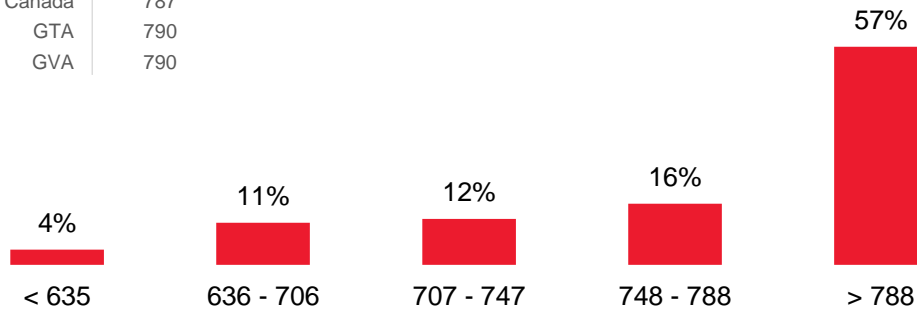
	Q4/17	Q3/18	Q4/18
Canada			
Total Originations (\$B)	12.9	11.9	10.5
Uninsured LTV	64%	63%	63%
GTA			
Total Originations (\$B)	3.9	3.6	3.2
Uninsured LTV	63%	62%	62%
GVA			
Total Originations (\$B)	1.8	1.4	1.1
Uninsured LTV	61%	60%	59%

*Average LTV ratios for our uninsured residential mortgages originated during the quarter

FICO® DISTRIBUTION – CANADIAN UNINSURED PORTFOLIO

Average FICO® Score

Canada	787
GTA	790
GVA	790



- <0.65% of uninsured portfolio has a FICO® score of <620 and an LTV >65%
- Canadian uninsured mortgage portfolio is \$121 billion as at Q4/2018

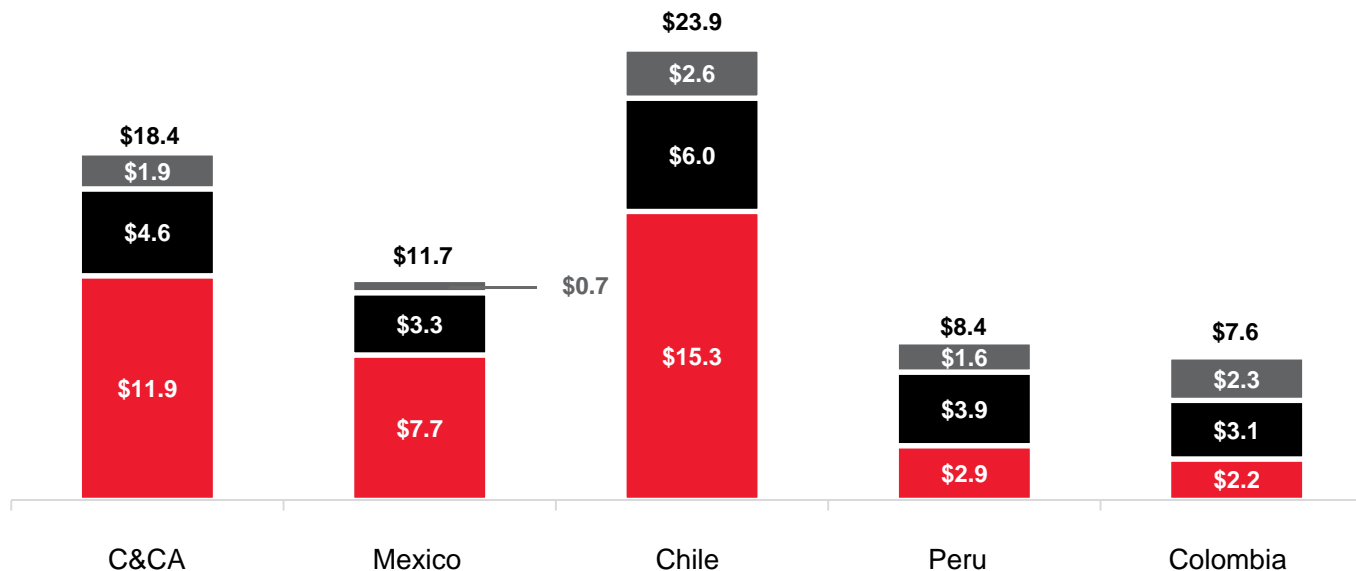
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INTERNATIONAL RETAIL: LOANS AND PROVISION

(Spot Balances as at Q4/18, \$B¹)

**Total Portfolio¹:
\$71 billion; 67% secured**

- Mortgages (\$40.0B)
- Personal loans (\$20.9B)
- Credit cards (\$9.1B)



PCL ²	C&CA		Mexico		Chile		Peru		Colombia	
	Q4/18	Q3/18	Q4/18	Q3/18	Q4/18	Q3/18	Q4/18	Q3/18	Q4/18	Q3/18
PCLs on Impaired Loans										
\$ millions	65	68	60	42	86	63	78	85	110	67
% of avg. net loans (bps)	147	151	206	154	145	182	400	443	582	452
PCLs										
\$ millions	45	56	63	46	79	57 ³	84	81	101	63 ³
% of avg. net loans (bps)	101	126	216	169	134	165 ³	432	421	532	425 ³

¹ Total Portfolio includes other smaller portfolios

² 2018 amounts are based on IFRS 9

³ Adjusted for acquisition-related costs, including Day 1 PCL impact on acquired performing loans

RETAIL 90+ DAYS PAST DUE LOANS

Favourable credit quality across all markets and products

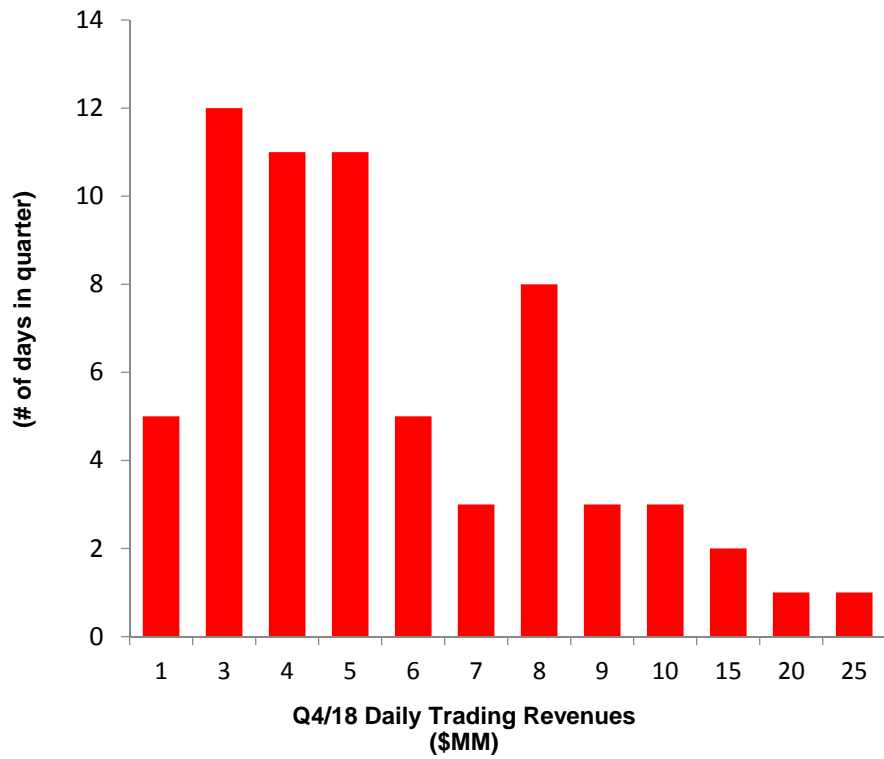
	Q4/17	Q1/18	Q2/18	Q3/18	Q4/18
Mortgages	0.21%	0.20%	0.19%	0.20%	0.20%
Personal Loans	0.60%	0.63%	0.57%	0.56%	0.56%
Credit Cards	1.13%	1.18%	1.08%	0.89%	0.91%
Secured and Unsecured Lines of Credit	0.28%	0.30%	0.30%	0.28%	0.29%
CANADA	0.29%	0.29%	0.27%	0.27%	0.28%

	Q4/17	Q1/18	Q2/18	Q3/18 ¹	Q4/18 ¹
Mortgages	3.83%	3.82%	3.70%	3.28%	3.18%
Personal Loans	3.52%	3.68%	3.64%	3.45%	3.56%
Credit Cards	3.09%	3.02%	2.87%	3.03%	2.96%
TOTAL INTERNATIONAL	3.62%	3.66%	3.56%	3.31%	3.25%

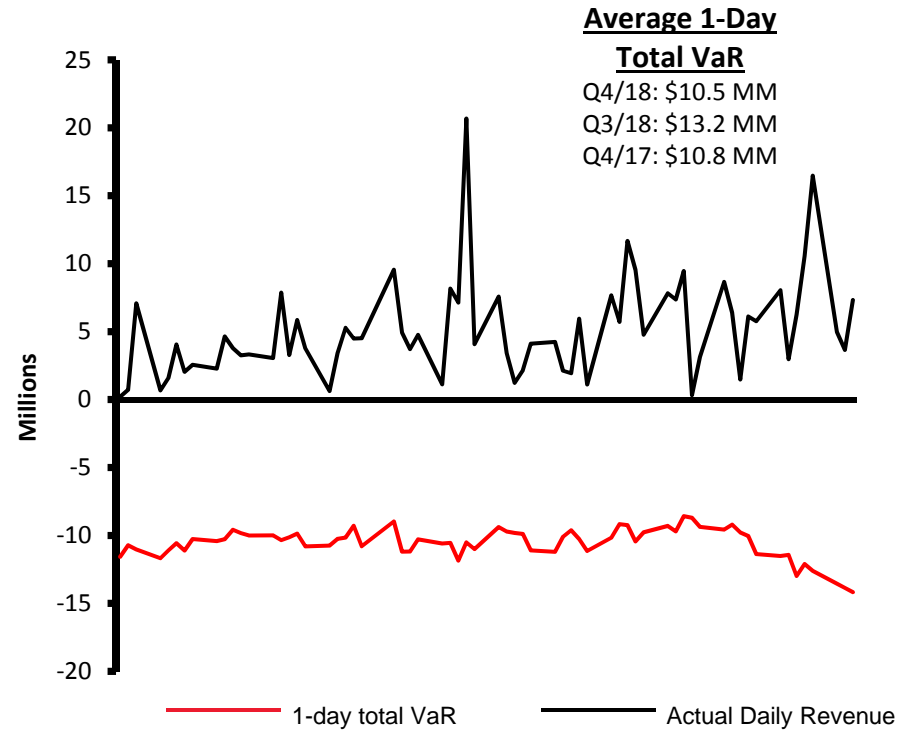
¹ Includes acquisitions in Chile and Colombia. Excluding these acquisitions, Total International ratio would have been 3.72% in Q3/18 and 3.67% in Q4/18.

TRADING RESULTS

0 TRADING LOSS DAYS IN Q4/18



Q4/18 TRADING REVENUE AND ONE-DAY TOTAL VAR



FX MOVEMENTS VERSUS CANADIAN DOLLAR

Currency	Q4/18	Q3/18	Q4/17	Canadian (Appreciation) / Depreciation	
				Q/Q	Y/Y
SPOT					
U.S. Dollar	0.760	0.769	0.775	1.2%	2.0%
Mexican Peso	15.43	14.33	14.86	(7.7%)	(3.8%)
Peruvian Sol	2.561	2.514	2.520	(1.9%)	(1.6%)
Colombian Peso	2446	2,222	2,358	(10.1%)	(3.7%)
Chilean Peso	528.7	490.0	493.3	(7.9%)	(7.2%)
AVERAGE					
U.S. Dollar	0.768	0.767	0.800	(0.1%)	4.1%
Mexican Peso	14.59	15.04	14.52	3.0%	(0.5%)
Peruvian Sol	2.542	2.511	2.597	(1.2%)	2.1%
Colombian Peso	2326	2,209	2,358	(5.3%)	1.4%
Chilean Peso	516.1	489.6	506.7	(5.4%)	(1.9%)

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