

INVESTOR PRESENTATION

THIRD QUARTER 2019

August 27, 2019

Scotiabank®

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

Q3 2019 OVERVIEW

- **Repositioning of geographic footprint substantially complete**
- **Acquisitions are tracking ahead of previous estimates**
- **Solid operating performance**
 - Adjusted¹ net income of \$2.5 billion, up 9%
 - Adjusted¹ diluted EPS of \$1.88, up 7%
 - Adjusted¹ ROE of 14.3%
 - Strong asset and deposit growth across all business segments
 - Good expense management and productivity ratio improvement
- **Quarterly dividend increase of 3 cents to \$0.90; up 6% Y/Y**
- **Capital position remains strong**
 - CET1 ratio of 11.2%
 - Pro-forma increase of ~50 bps from announced divestitures

¹ Figures adjusted for Acquisition and divestiture-related amounts, including Day1 PCL impact on acquired performing loans, integration and amortization costs related to current acquisitions, amortization of intangibles related to current and past acquisitions and losses/(gains) on divestitures and related costs

FINANCIAL REVIEW

Raj Viswanathan
Chief Financial Officer

Q3 2019 FINANCIAL PERFORMANCE

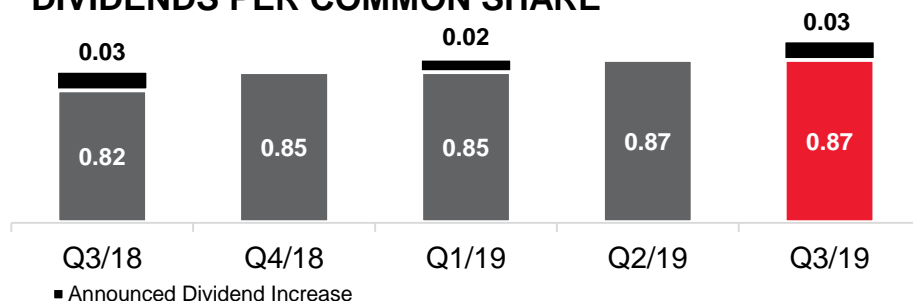
Strong revenue and balance sheet growth

\$MM, except EPS	Q3/19	Y/Y	Q/Q
Reported			
Net Income	\$1,984	+2%	(12%)
Diluted EPS	\$1.50	(3%)	(13%)
Revenue	\$7,659	+7%	(2%)
Expenses	\$4,209	+12%	+4%
Productivity Ratio	55.0%	+250bps	+320bps
Core Banking Margin	2.45%	(1bp)	-
PCL Ratio ¹	48bps	(21bps)	(13bps)
PCL Ratio on Impaired Loans ¹	52bps	+11bps	+3bps
Adjusted²			
Net Income	\$2,455	+9%	+8%
Diluted EPS	\$1.88	+7%	+11%
Revenue	\$7,965	+11%	+4%
Expenses	\$4,122	+11%	+3%
Productivity Ratio	51.7%	(10bps)	(60bps)
PCL Ratio ¹	48bps	+8bps	(3bps)

YEAR-OVER-YEAR HIGHLIGHTS

- **Adjusted Net Income up 9%²**
- **Diluted EPS up 7%²**
- **Revenue up 11%²**
 - Excluding acquisitions and IFRS15, revenue was up 5%
 - Net interest income up 7%
 - Non-interest income up 16%
- **Expenses up 11%²**
 - Mostly driven by acquisitions
 - Excluding acquisitions and the impact of IFRS15, expenses were up 4%
- **Total PCL ratio increased by 8 bps**
 - Impaired PCL ratio was up 11 bps

DIVIDENDS PER COMMON SHARE

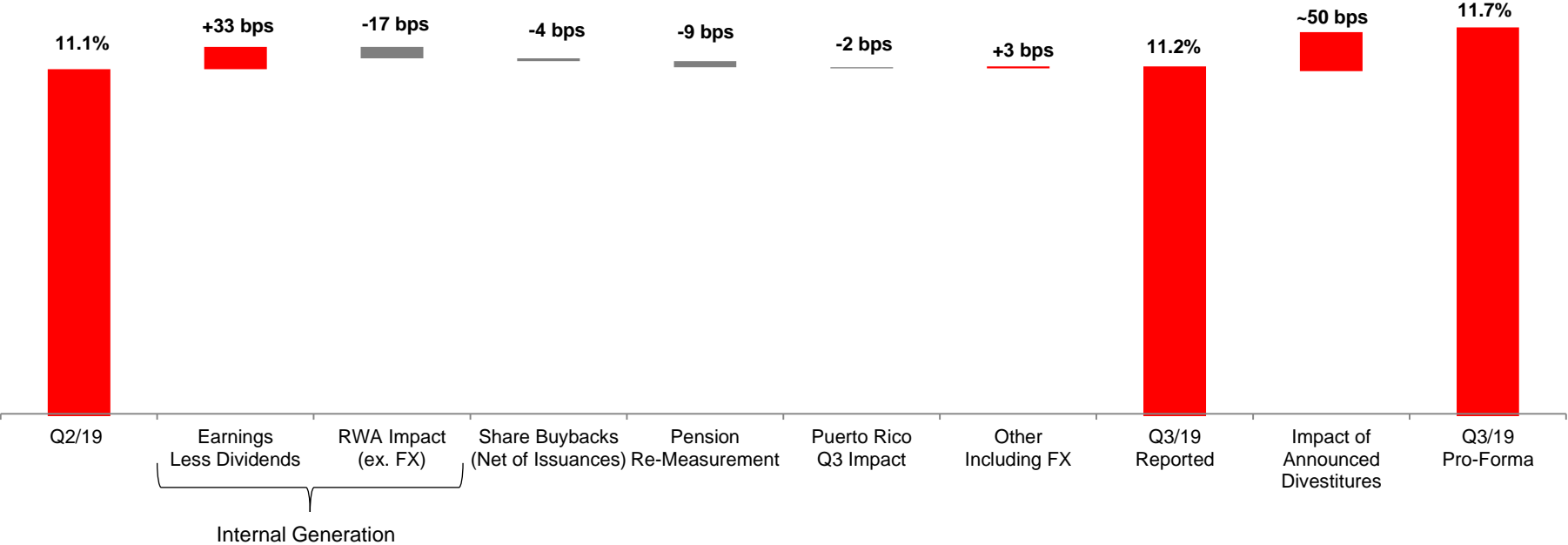


¹ Provision for credit losses on certain assets – loans, acceptances and off-balance sheet exposures

² Adjusted for Acquisition and divestiture-related amounts, including Day1 PCL impact on performing loans, integration and amortization costs related to current acquisitions, amortization of intangibles related to current and past acquisitions and losses/(gains) on divestitures and related costs

CAPITAL POSITION REMAINS STRONG

CET1 ratio increased by 10 basis points in Q3/19



- Strong internal capital generation of 16 basis points
- Repurchased 2.8 million common shares in Q3/19; 10 million shares fiscal 2019 YTD
- Q3/19 pro-forma CET1 ratio of 11.7% including announced divestitures

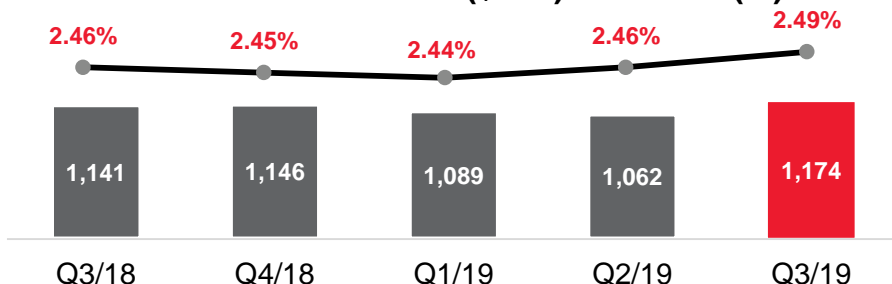
CANADIAN BANKING

Margin expansion, strong deposit growth, and expense management; Strong Wealth results.

FINANCIAL PERFORMANCE AND METRICS (\$MM)¹

	Q3/19	Y/Y	Q/Q
Reported			
Net Income	\$1,160	+3%	+11%
Revenue	\$3,532	+5%	+5%
Expenses	\$1,723	+4%	+1%
PCLs	\$240	+33%	(5%)
Productivity Ratio	48.8%	(40bps)	(180bps)
Net Interest Margin	2.49%	+3bps	+3bps
PCL Ratio ²	0.27%	+6bps	(3bps)
PCL Ratio on Impaired Loans ²	0.29%	+8bps	+1bp
Adjusted³			
Net Income	\$1,174	+3%	+11%
Expenses	\$1,705	+4%	+1%
Productivity Ratio	48.3%	(50bps)	(170bps)

ADJUSTED NET INCOME^{1,3} (\$MM) AND NIM (%)



¹ Attributable to equity holders of the Bank

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, and amortization of intangibles related to current and past acquisitions

YEAR-OVER-YEAR HIGHLIGHTS

- **Adjusted Net Income up 3%³**
 - Lower real estate gains reduced net income by 2%
 - Margin expansion
 - Higher PCLs
 - Wealth Management results up 20%
- **Revenue up 5%**
 - Net interest income up 5%
 - Excluding M&A and IFRS 15, revenue was up 3%
- **Loan growth of 4%**
 - Residential mortgages up 3%; credit cards up 7%
 - Business loans up 10%
- **Deposit growth of 10%**
 - Personal up 7%; Non-Personal up 17%
- **NIM up 3 bps**
 - Primarily driven by the impact of prior rate increases
- **Expenses up 4%³**
 - Investments in technology and regulatory initiatives
 - Excluding M&A and IFRS15, expenses were up 1%
- **Quarterly operating leverage of +1.1%³**
- **PCL ratio² up 6 bps to 27 bps**

INTERNATIONAL BANKING

Strong double-digit earnings growth

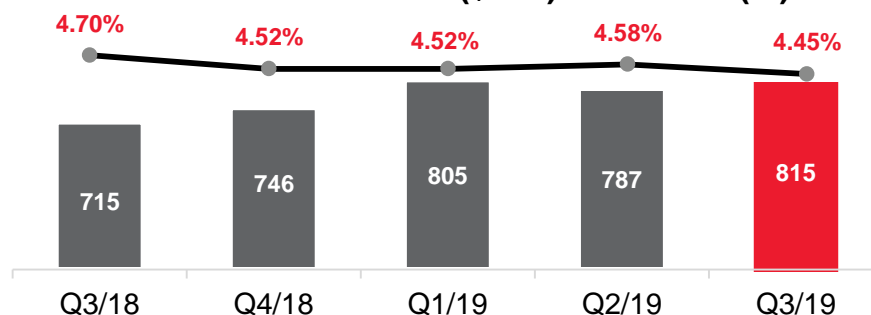
FINANCIAL PERFORMANCE AND METRICS (\$MM)^{1, 2}

	Q3/19	Y/Y	Q/Q
Reported			
Net Income	\$781	+40%	13%
Revenue	\$3,427	+20%	3%
Expenses	\$1,780	+19%	6%
PCLs	\$476	(35%)	(23%)
Productivity Ratio	51.9%	(100bps)	+90bps
Net Interest Margin	4.45%	(25bps)	(13bps)
PCL Ratio ³	1.24%	(134bps)	(47bps)
PCL Ratio on Impaired Loans ³	1.36%	+3bps	+7bps
Adjusted⁵			
Net Income	\$815	+11%	+5%
Expenses	\$1,725	+18%	+4%
PCLs	\$476	+33%	+2%
Productivity Ratio	50.3%	(140bps)	+30bps
PCL Ratio ³	1.24%	+1bp	(6bps)

YEAR-OVER-YEAR HIGHLIGHTS²

- **Adjusted Net Income up 14%⁵ or 11%⁵ on a constant currency basis**
 - Strong loan growth across the Pacific Alliance, positive impact of acquisitions, and higher non-interest income
- **Revenues up 20%**
 - Pacific Alliance up 26% (including acquisitions)
- **Loans up 28%**
 - Pacific Alliance up 41% (including acquisitions)
- **NIM down 25 bps**
 - Primarily driven by larger contribution from Chile and margin compression in Mexico
- **Expenses up 18%⁵**
 - Includes impact of acquisitions
 - Business volume growth and inflation
 - Productivity ratio improvement of 140 bps⁵
- **Quarterly operating leverage of +3.2%⁵**
- **PCL ratio on impaired loans³ increased 3 bps**

ADJUSTED NET INCOME^{1,5} (\$MM) AND NIM⁴ (%)



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

⁴ Net Interest Margin is on a reported basis

⁵ 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

GLOBAL BANKING AND MARKETS

Volatile market conditions, margin compression. Strong loan growth.

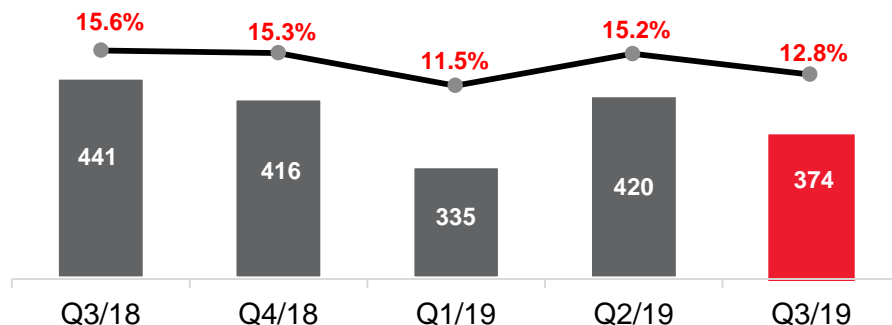
FINANCIAL PERFORMANCE AND METRICS¹ (\$MM)

	Q3/19	Y/Y	Q/Q
Net Income	\$374	(15%)	(11%)
Revenue	\$1,084	(2%)	(6%)
Expenses	\$593	+9%	-
PCLs	(\$4)	N/A	N/A
Productivity Ratio	54.7%	+580bps	+310bps
Net Interest Margin	1.61%	(21bps)	(9bps)
PCL Ratio ²	(0.01%)	+4bps	+1bp
PCL Ratio on Impaired Loans ²	(0.01%)	+5bps	+1bp

YEAR-OVER-YEAR HIGHLIGHTS

- **Net Income down 15% Y/Y and down 11% Q/Q**
- **Revenue down 2%**
 - Net interest income down 8%
 - Non-interest income flat
- **NIM down 21 bps**
 - Lower deposit margins
- **Loans up 12%**
 - Strong corporate loan growth across Canada and the U.S.
- **Expenses up 9%**
 - Expenses flat Q/Q
 - Higher regulatory costs and unfavourable impact of foreign currency
- **PCL ratio² continues to be a recovery**

NET INCOME¹ AND ROE

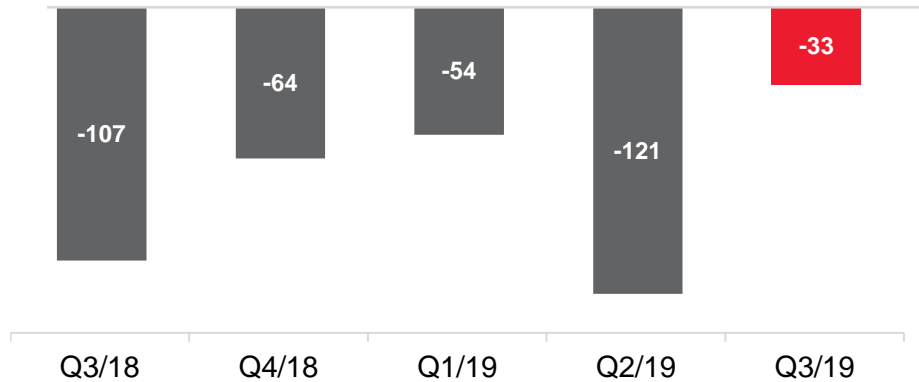


¹ Attributable to equity holders of the Bank

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

OTHER SEGMENT¹

ADJUSTED NET INCOME^{2,3} (\$MM)



YEAR-OVER-YEAR HIGHLIGHTS

- Higher investment gains and lower taxes
- Partly offset by lower contributions from asset/liability management activities and higher expenses

QUARTER-OVER-QUARTER HIGHLIGHTS

- Higher investment gains
- Higher contributions from asset/liability management activities

¹ Represents smaller operating segments including Group Treasury and corporate adjustments

² Attributable to equity holders of the Bank

³ Adjusted for divestiture-related losses/(gains) and related expenses

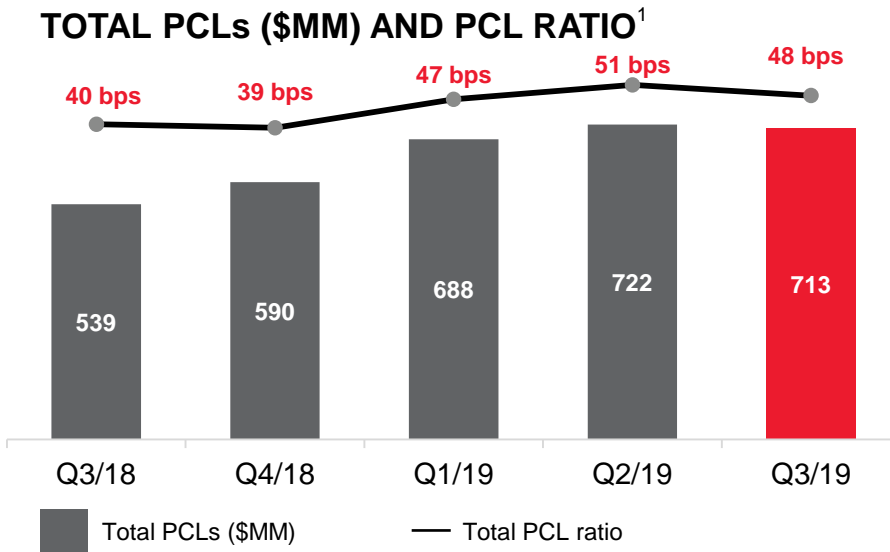
RISK REVIEW

Daniel Moore

Chief Risk Officer

PCL RATIOS

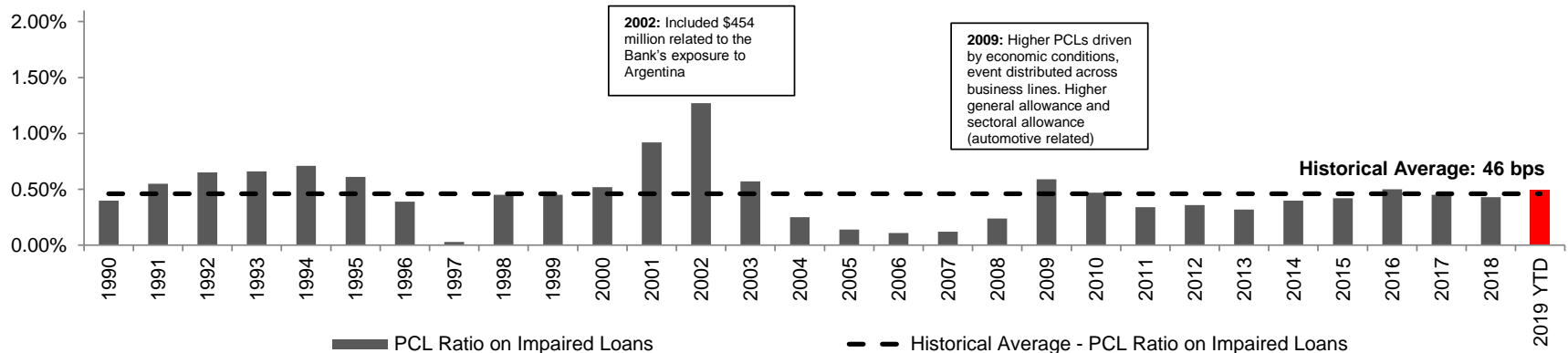
Strong credit quality; PCLs on impaired loans reflect International Banking acquisitions



YEAR-OVER-YEAR HIGHLIGHTS

- **Total PCL ratio^{1,2} was 48 bps, down 3 bps Q/Q, but up 8 bps Y/Y**
 - **PCL on impaired loans¹** of \$776 million up 11% Q/Q, and 39% Y/Y primarily due to volume growth and acquisitions in International Banking
 - **PCL on performing loans^{1,2}** of -\$63 million down \$85 million Q/Q and down \$43 million Y/Y due to more favourable macro-economic trends (FLI) in International Banking and improving credit quality
- **PCL ratio on impaired loans¹ of 52 bps reflecting the impact of acquisitions in International Banking**

HISTORICAL PCL RATIO ON IMPAIRED LOANS¹



¹ Provision for credit losses on certain assets – loans, acceptances and off-balance sheet exposures

² Excludes acquisition-related costs including Day 1 impact on acquired performing loans

PCL RATIOS

Credit fundamentals remain strong

	Q3/18		Q4/18		Q1/19		Q2/19		Q3/19	
(As a % of Average Net Loans & Acceptances)	PCLs on Impaired Loans	Total PCLs (adj.)	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	0.25	0.24	0.25	0.25	0.28	0.28	0.31	0.35	0.33	0.30
Commercial	(0.04)	0.06	0.06	0.15	0.21	0.23 ¹	0.09	0.06 ¹	0.10	0.16 ¹
Total	0.21	0.21	0.22	0.23	0.27	0.27 ¹	0.28	0.30 ¹	0.29	0.27 ¹
International Banking										
Retail	2.36	2.25 ²	2.38	2.21	2.33	2.36	2.36	2.35 ²	2.48	2.28
Commercial	0.38	0.31 ²	0.07	(0.06) ¹	0.19	0.26 ¹	0.27	0.30 ^{1,2}	0.30	0.26 ¹
Total	1.33	1.23 ²	1.20	1.05 ¹	1.23	1.28 ¹	1.29	1.30 ^{1,2}	1.36	1.24 ¹
Global Banking and Markets	(0.06)	(0.05)	(0.07)	(0.09) ¹	(0.01)	(0.07)	(0.02)	(0.02)	(0.01)	(0.01)
All Bank	0.41	0.40	0.42	0.39	0.47	0.47	0.49	0.51	0.52	0.48

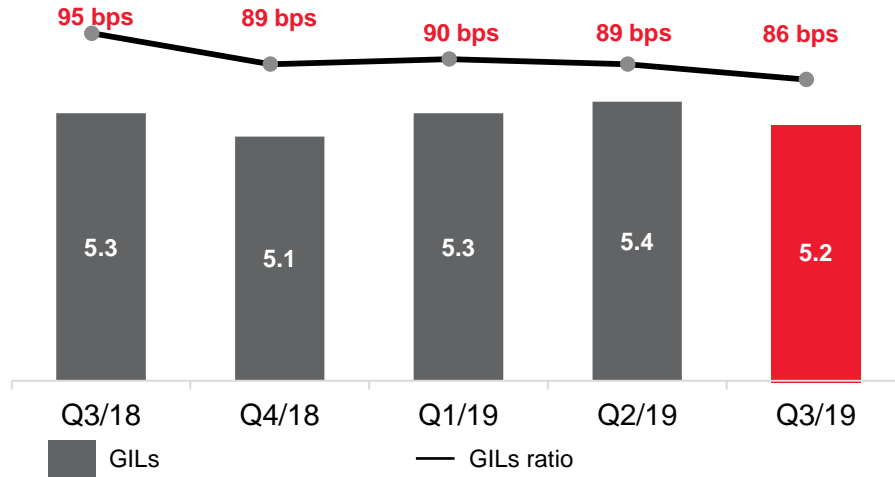
¹ Excludes provision for credit losses on debt securities and deposit with banks

² On an adjusted basis; adjusted for Day 1 PCLs from acquisitions

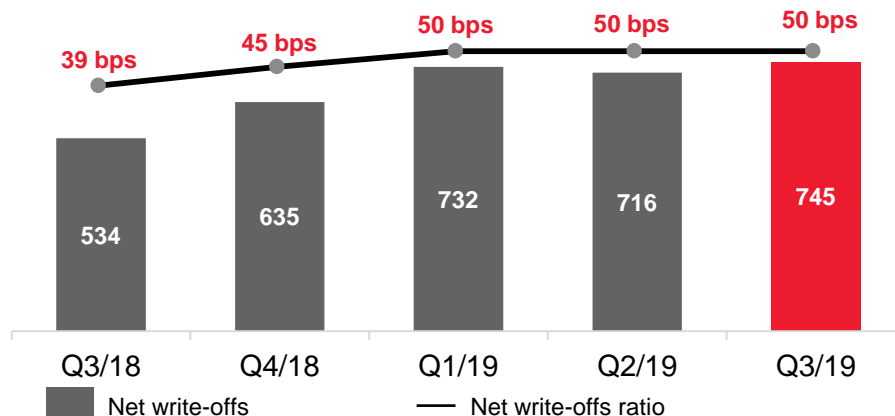
GILS & NET WRITE-OFF RATIOS

Improving GILs ratio and stable write-off ratio

GILs (\$B) and GILs RATIO^{1, 2}



NET WRITE-OFFS (\$MM) AND NET WRITE-OFFS RATIO^{3, 4}



¹ Excludes impact of acquisitions (Q3/18 : \$233 million, Q2/19 : \$18 million)

² As a percentage of period end loans and acceptances

³ Net write-offs are net of recoveries

⁴ As a percentage of average loans and acceptances

YEAR-OVER-YEAR HIGHLIGHTS

- GILs¹ were down 3% Q/Q and 5% Y/Y primarily due to the impact of foreign currency translation
 - Improving GIL ratio trend
- Net write-offs³ were up 4% Q/Q and up 40% Y/Y
 - Higher net write-offs in International Banking and Canadian Banking compared to last year
 - Stable net write-off ratio

APPENDIX

NET INCOME AND ADJUSTED DILUTED EPS RECONCILIATION

Net Income (\$MM) and EPS (\$ per share)	Q3/18	Q2/19	Q3/19
Net Income attributable to common shareholders	\$1,956	\$2,125	\$1,839
Dilutive impact of share-based payment options and others	(\$39)	\$37	\$40
Net Income attributable to common shareholders (diluted)	\$1,917	\$2,162	\$1,879
Weighted average number of common shares outstanding	1,223	1,224	1,221
Dilutive impact of share-based payment options and others ①	17	28	30
Weighted average number of diluted common shares outstanding	1,240	1,252	1,251
Reported Basic EPS	\$1.60	\$1.74	\$1.51
Dilutive impact of share-based payment options and others ②	(\$0.05)	(\$0.01)	(\$0.01)
Reported Diluted EPS	\$1.55	\$1.73	\$1.50
Impact of Acquisition-related costs on diluted earnings per share ¹ ③	\$0.21	(\$0.03)	\$0.38
Adjusted Diluted EPS	\$1.76	\$1.70	\$1.88

① • Quarterly diluted common shares outstanding may be impacted by dilution on sold put options relating to the following legal entities:

- Colpatría
- Colfondos
- BBVA Chile
- Canadian Tire Financial Services

② • Impact on diluted EPS remains stable

③ • Primarily related to the \$402 million loss recorded on the Puerto Rico divestiture announced this quarter

¹ Adjusted for Acquisition and divestiture-related amounts, including Day1 PCL impact on performing loans, integration and amortization costs related to current acquisitions, amortization of intangibles related to current and past acquisitions and losses/(gains) on divestitures and related costs

SUMMARY OF ADJUSTING ITEMS

Adjusting items increased reported diluted EPS by \$0.38 in Q3/19

	Q3/18	Q2/19	Q3/19		
Adjusting Items (Pre-Tax) (\$MM)					
Acquisition-Related Costs					
Day 1 PCL on acquired performing financial instruments					
- International Banking	404	151			-
Integration Costs	26	25			43
Canadian Banking	3	6			4
Canadian Banking ex. Wealth	-	-			-
International Banking	23	19			39
Amortization of Intangibles¹	23	28			30
Canadian Banking	12	14			14
Canadian Banking ex. Wealth	5	6			5
International Banking	11	14			16
Other					
Net Loss/(Gain) on Divestitures	-	(173)			320
Total (Pre-Tax)	453	31			393
	Q3/18	Q2/19	Q3/19		
Adjusting Items (After-Tax and NCI) (\$MM)					
			Tax	NCI	After-Tax and NCI
Acquisition-Related Costs					
Day 1 PCL on acquired performing financial instruments					
- International Banking	176	66	-	-	-
Integration Costs	15	15	12	5	26
Canadian Banking	2	4	1	-	3
Canadian Banking ex. Wealth	-	-	-	-	-
International Banking	13	11	11	5	23
Amortization of Intangibles²	16	20	8	-	22
Canadian Banking	9	10	3	-	11
Canadian Banking ex. Wealth	4	4	1	-	4
International Banking	7	10	5	-	11
Other					
Net Loss/(Gain) on Divestitures	-	(142)	(98)	-	418
Total (After-Tax and NCI)	207	(41)	(78)	5	466

¹ Excludes amortization of intangibles related to software (pre-tax)

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

OTHER ITEMS IMPACTING FINANCIAL RESULTS¹

(Pre-Tax) (\$MM)	Q1/18	Q2/18	Q3/18	Q4/18	Q1/19	Q2/19	Q3/19	Q3/19 vs Q3/18	YTD19 vs YTD18
Canadian Banking²									
One month reporting lag elimination	-	34	-	-	-	-	-	-	(34)
Branch real estate gains	21	24	23	21	8	7	-	(23)	(53)
Interac gain	40	-	-	-	-	-	-	-	(40)
Total	61	58	23	21	8	7	-	(23)	(127)
International Banking									
One month reporting lag elimination	-	36	-	30	58	-	-	-	22
Impact of closed divestitures ⁴	18	10	7	7	4	11	-	(7)	(20)
Total	18	46	7	37	62	11	-	(7)	2
Other									
Employee benefits re-measurement credit	203	-	-	-	-	-	-	-	(203)
Total	203	-	-	-	-	-	-	-	(203)
Total (Pre-Tax)	282	104	30	58	70	18	-	(30)	(328)

(After-Tax and NCI) (\$MM)	Q1/18	Q2/18	Q3/18	Q4/18	Q1/19	Q2/19	Q3/19	Q3/19 vs Q3/18	YTD19 vs YTD18 ³
Canadian Banking²									
One month reporting lag elimination	-	25	-	-	-	-	-	-	(25)
Branch real estate gains	17	20	19	17	6	6	-	(19)	(44)
Interac gain	35	-	-	-	-	-	-	-	(35)
Total	52	45	19	17	6	6	-	(19)	(104)
International Banking									
One month reporting lag elimination	-	26	-	22	41	-	-	-	15
Impact of closed divestitures ⁴	13	7	5	5	4	8	-	(5)	(13)
Total	13	33	5	27	45	8	-	(5)	2
Other									
Employee benefits re-measurement credit	150	-	-	-	-	-	-	-	(150)
Total	150	-	-	-	-	-	-	-	(150)
Total (After-Tax and NCI)	215	78	24	44	51	14	-	(24)	(252)
Impact on diluted earnings per share	\$0.18	\$0.07	\$0.02	\$0.04	\$0.04	\$0.01	\$0.00	(\$0.02)	(\$0.21)

¹ Items on this page have not been formally adjusted for determining the bank's Adjusted Net Income and Adjusted Diluted EPS

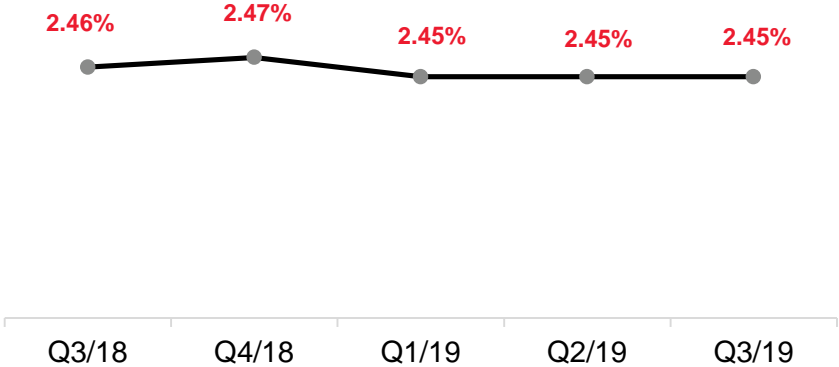
² Effective Q1/19, the Bank adopted IFRS 15 which resulted in a re-classification prospectively (Q3/19 - \$50 million; Q2/19 - \$50 million; Q1/19 - \$55 million) in Canadian Banking from Other Expenses to Card Revenues, with no impact to Net Income

³ May not add due to rounding

⁴ Pension and related insurance business in the Dominican Republic

STABLE CORE BANKING MARGIN

Core Banking Margin (%)



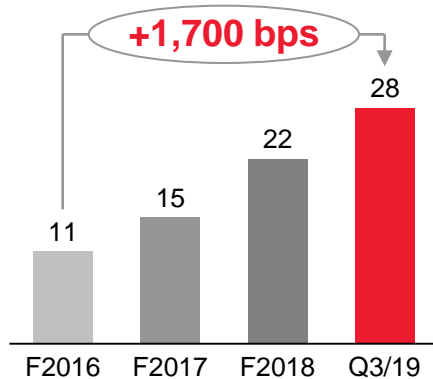
YEAR-OVER-YEAR HIGHLIGHTS

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

DIGITAL PROGRESS UPDATE

Steady progress against 2018 Investor Day digital targets

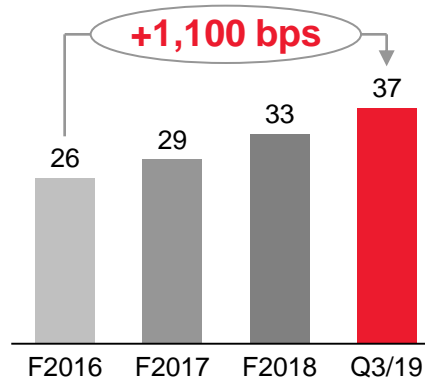
Digital Retail Sales¹



Goal
>50%

- Strong progress made across key markets; key highlight includes Chile surpassing the 50% mark

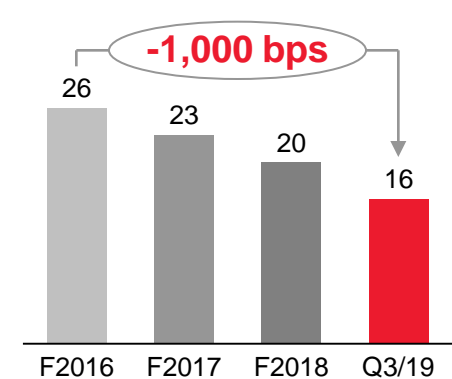
Digital Adoption²



Goal
>70%

- Adoption grew 600bps against Q3 of last year

In-Branch Financial Transactions³



Goal
<10%

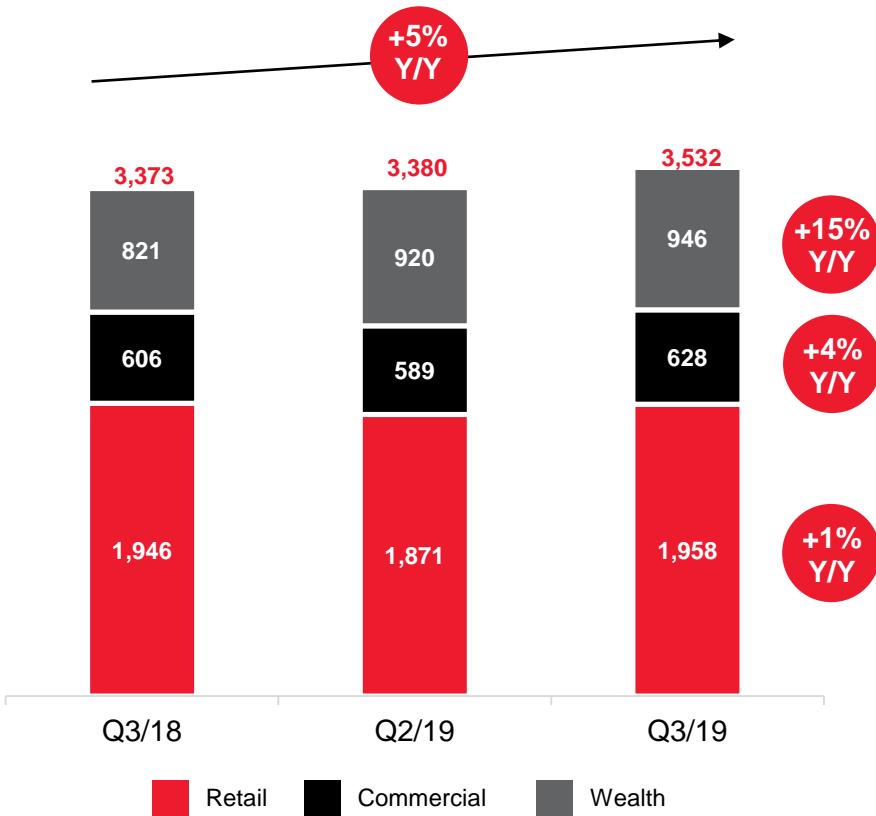
- In-branch transactions continued to decline at a steady pace

¹ Canada: F2017 22%, F2018 26%, Q3/19 30% PACs: F2017 13%, F2018 19%, Q3/19 27%
² Canada: F2017 36%, F2018 38%, Q3/19 42% PACs: F2017 20%, F2018 26%, Q3/19 32%
³ Canada: F2017 17%, F2018 15%, Q3/19 13% PACs: F2017 29%, F2018 24%, Q3/19 19%

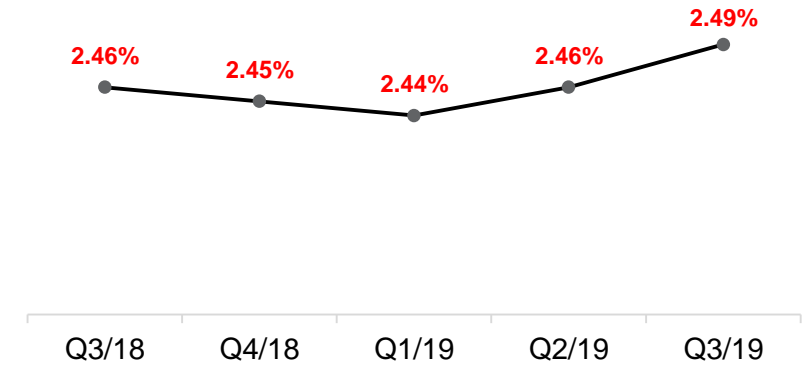
CANADIAN BANKING – REVENUES, NIM & PRODUCTIVITY

Good commercial lending and wealth management revenue growth

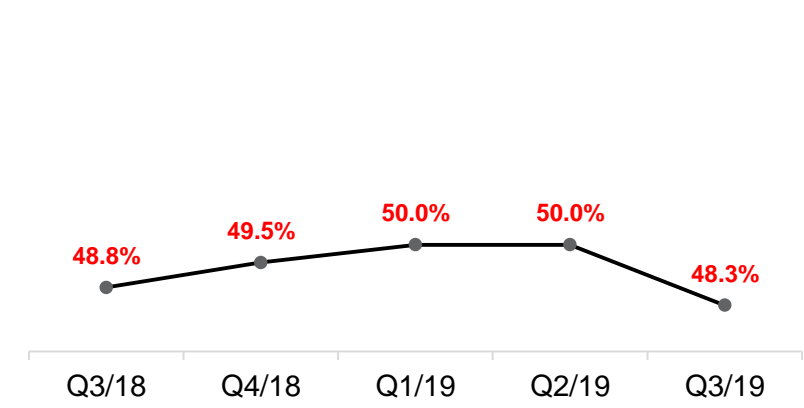
REVENUE (TEB) (\$MM)



NIM



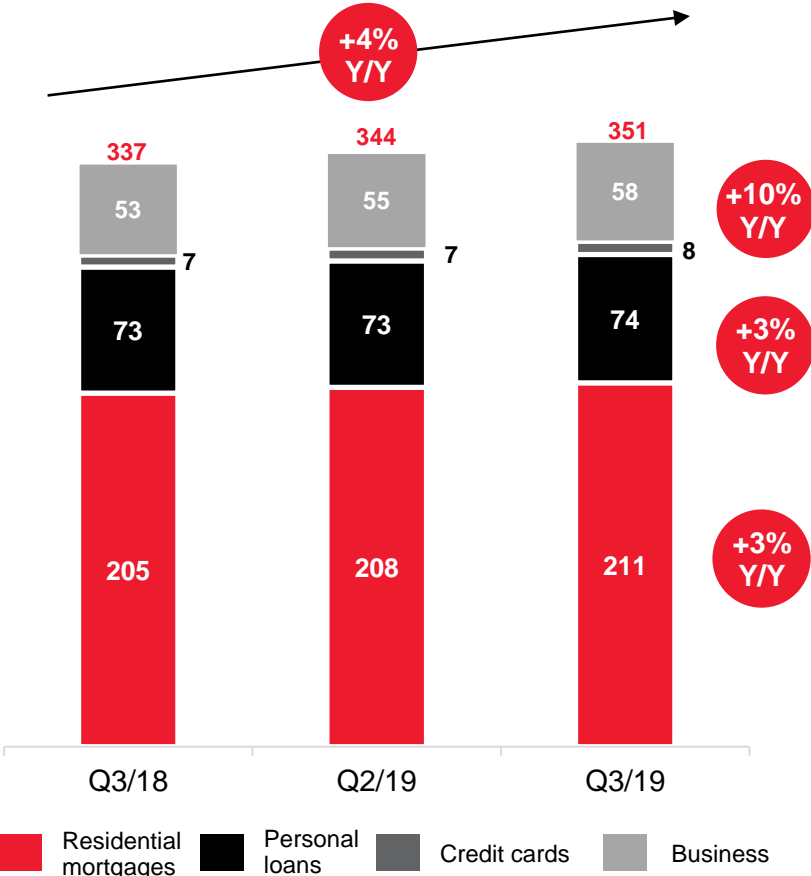
ADJUSTED PRODUCTIVITY RATIO



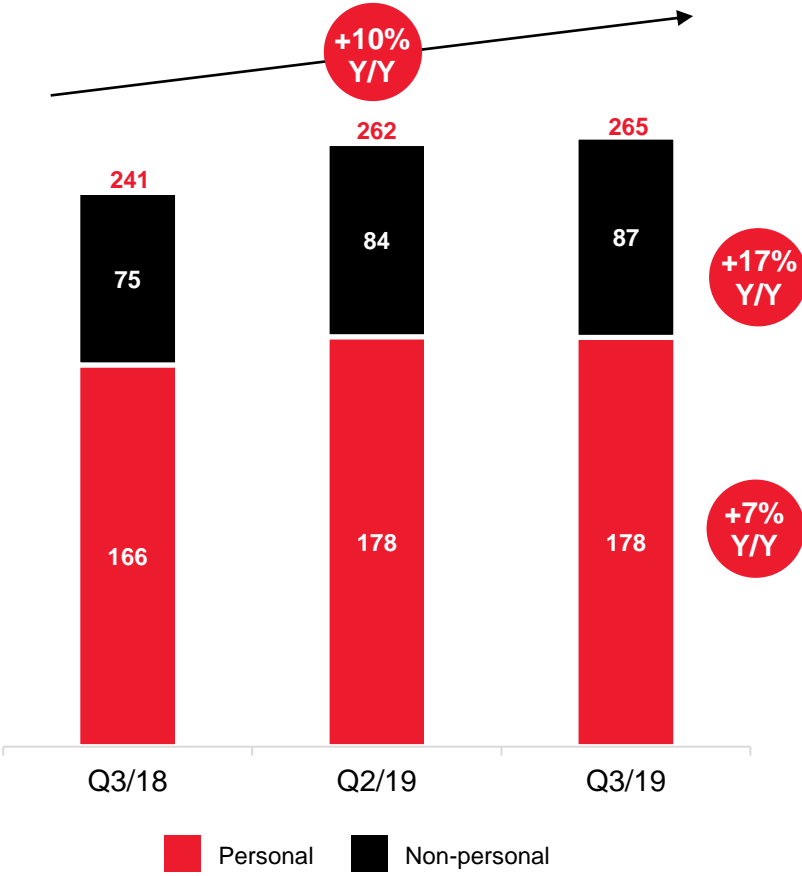
CANADIAN BANKING – VOLUME GROWTH

Strong deposit and business loan growth

AVERAGE LOANS & ACCEPTANCES (\$B)¹



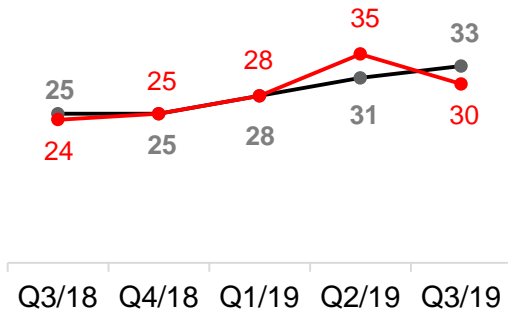
AVERAGE DEPOSITS (\$B)¹



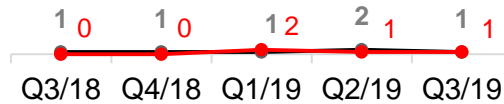
¹ May not add due to rounding

CANADIAN RETAIL: LOANS AND PROVISIONS

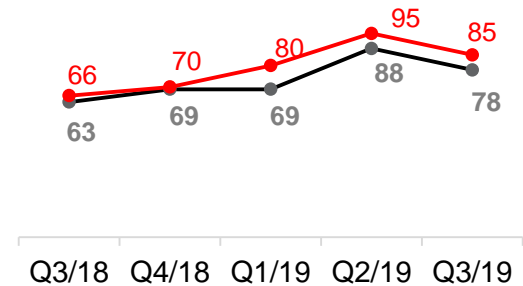
TOTAL RETAIL



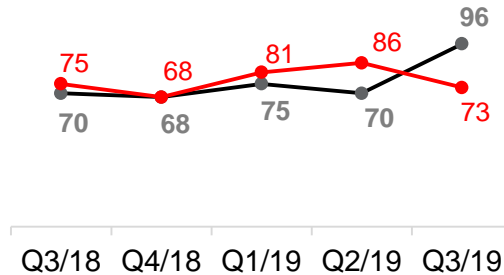
MORTGAGES



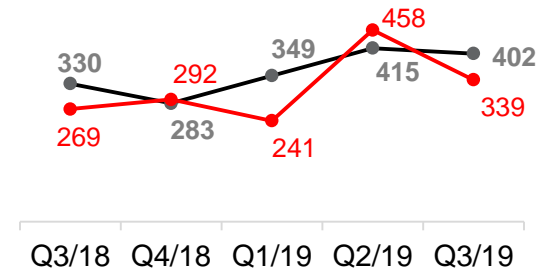
PERSONAL LOANS¹



LINE OF CREDIT²



CREDIT CARDS



● PCL as a % of avg. net loans (bps)

● PCLs on Impaired Loans as a % of avg. net loans (bps)

Loan Balances Q3/19	Mortgages	Personal Loans ¹	Lines of Credit ²	Credit Cards	Total
Spot (\$B)	\$222	\$40	\$34	\$8	\$304 ³
% Secured	100%	99%	62%	3%	93% ⁴

¹ 96% are automotive loans

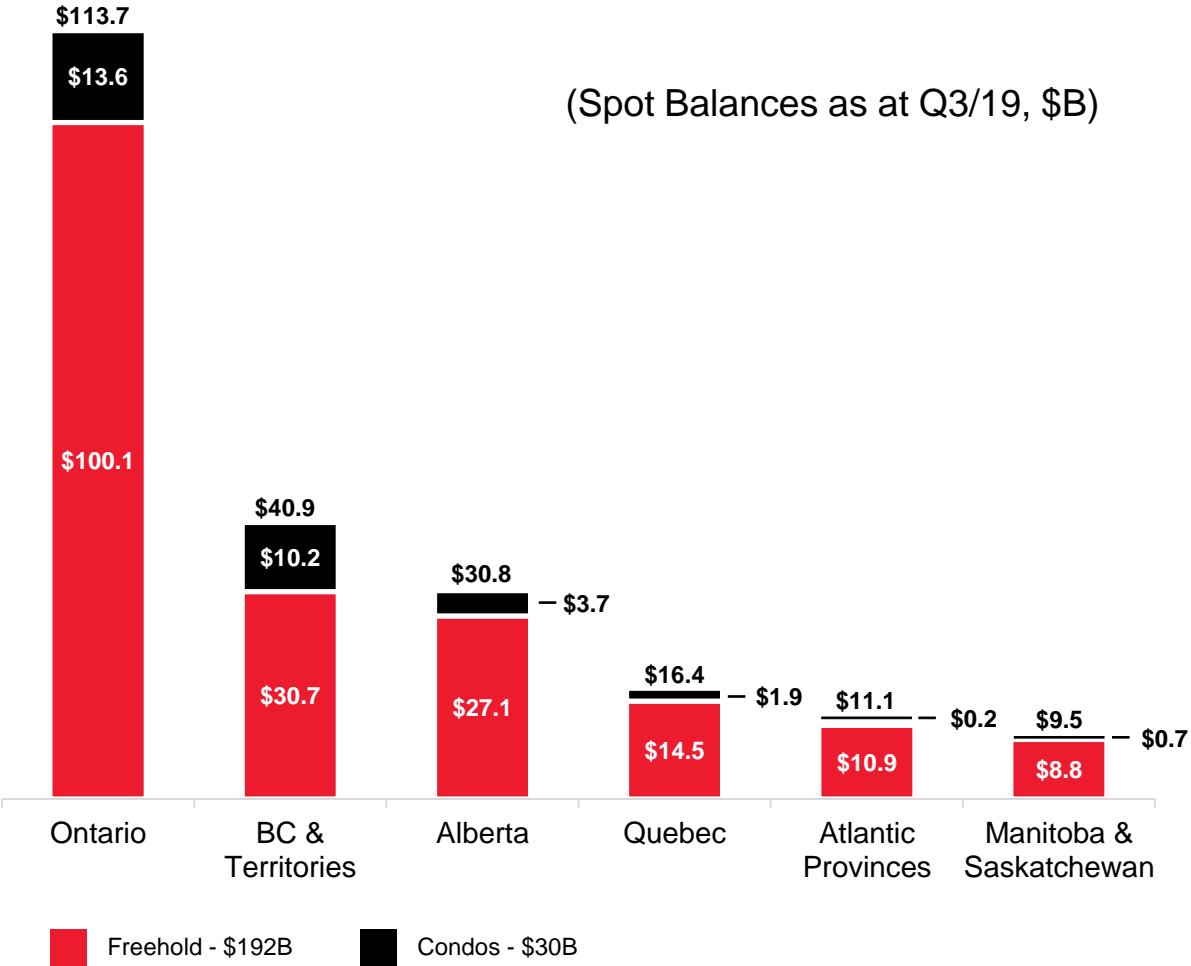
² Includes Home Equity Lines of Credit and Unsecured Lines of Credit

³ Includes Tangerine balances of \$6 billion

⁴ 80% secured by real estate; 13% secured by automotive

CANADIAN RESIDENTIAL MORTGAGE PORTFOLIO

(Spot Balances as at Q3/19, \$B)



Average LTV of uninsured mortgages is 55%¹

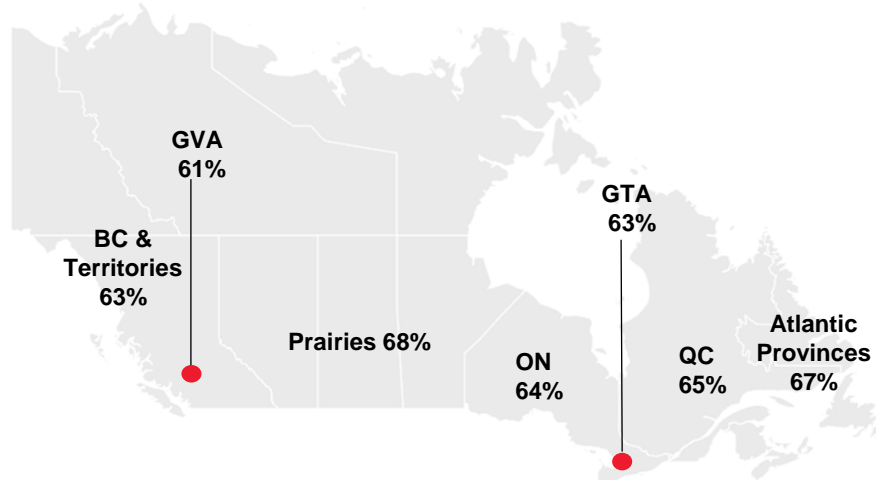
New originations² average LTV of 64% in Q3/19

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.

Q3 2019 CANADIAN RESIDENTIAL MORTGAGES

Credit fundamentals remain strong

NEW ORIGINATIONS UNINSURED LTV* DISTRIBUTION



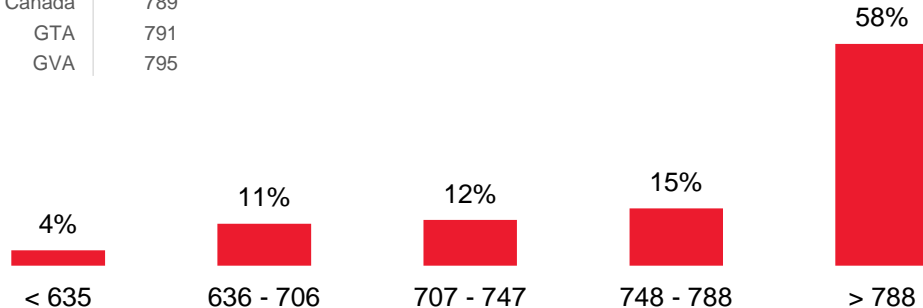
	Q3/18	Q2/19	Q3/19
Canada			
Total Originations (\$B)	11.9	7.1	14.0
Uninsured LTV	63%	64%	64%
GTA			
Total Originations (\$B)	3.6	2.3	4.5
Uninsured LTV	62%	64%	63%
GVA			
Total Originations (\$B)	1.4	0.9	1.6
Uninsured LTV	60%	63%	61%

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

FICO® DISTRIBUTION – CANADIAN UNINSURED PORTFOLIO¹

Average FICO® Score

Canada	789
GTA	791
GVA	795



- Only <0.70% of uninsured portfolio² has a FICO® score of <620 and an LTV >65%
- Canadian uninsured mortgage portfolio is \$133 billion as at Q3/2019

FICO is a registered trademark of Fair Isaac Corporation

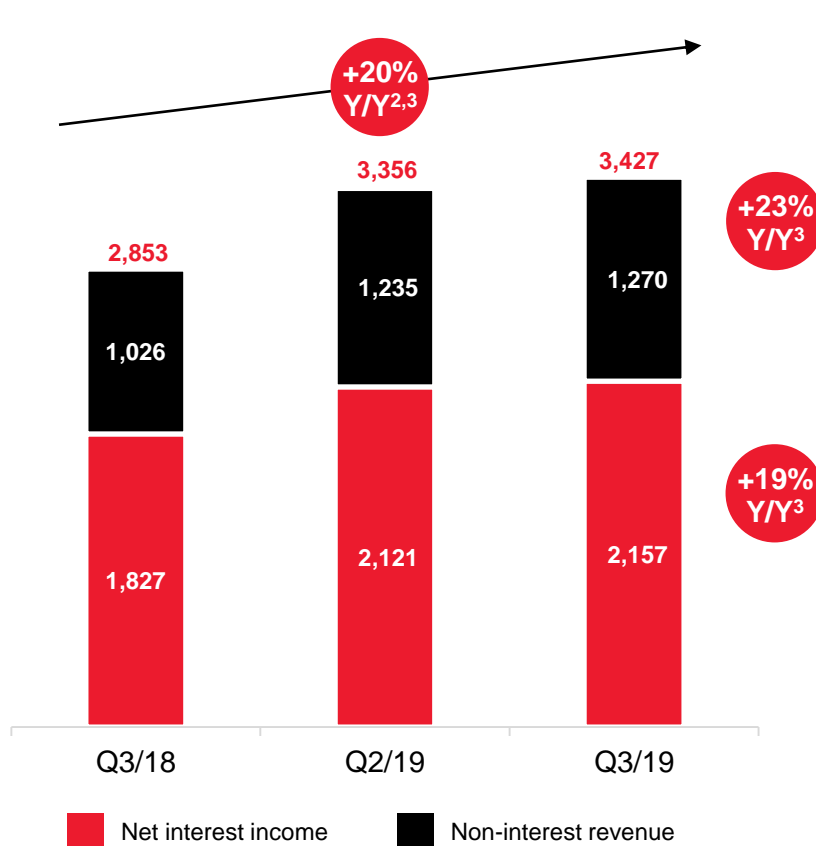
¹ FICO® distribution for Canadian uninsured portfolio based on score ranges at origination

² Percentage is based on Total Mortgages

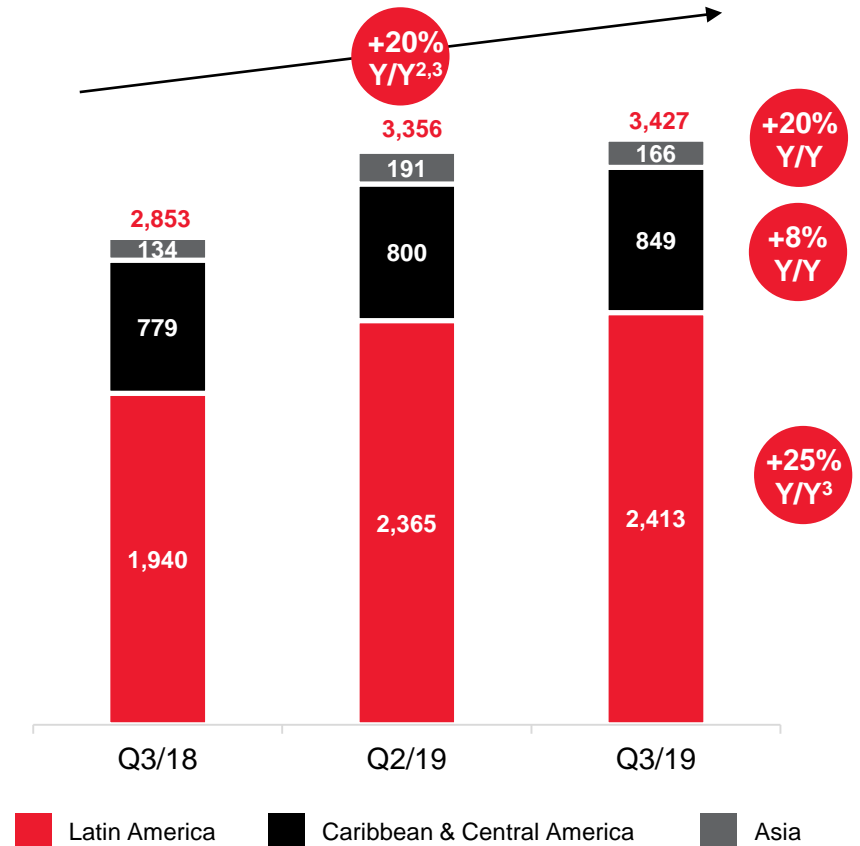
INTERNATIONAL BANKING – REVENUE GROWTH

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

BY TYPE (TEB) (\$MM)¹



BY REGION (TEB) (\$MM)¹

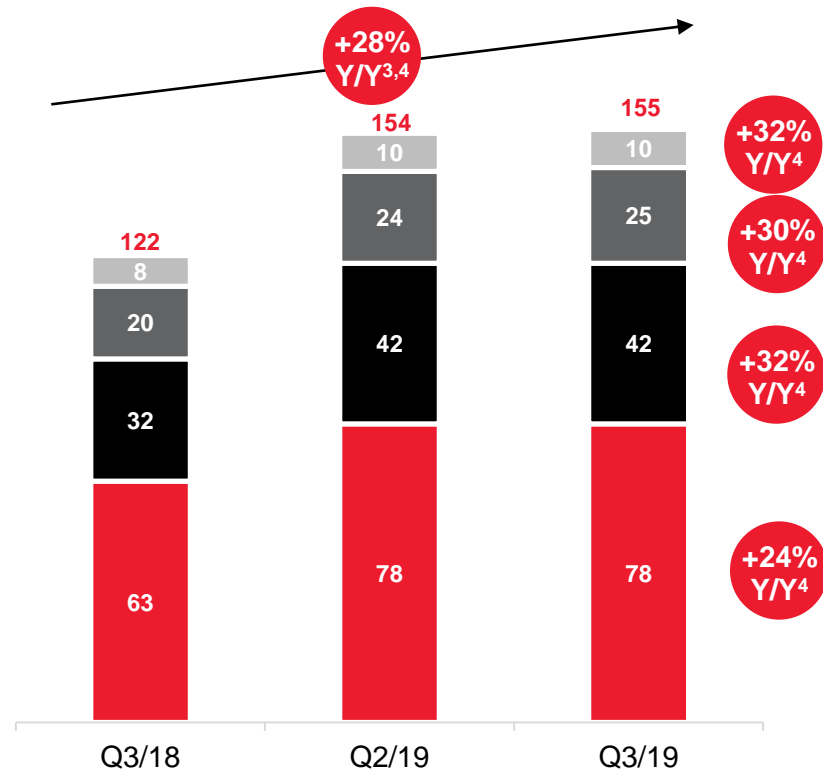


¹ Y/Y growth rates are on a constant dollar basis
² Revenue growth of 20% Y/Y on a reported basis
³ Includes the impact of acquisitions

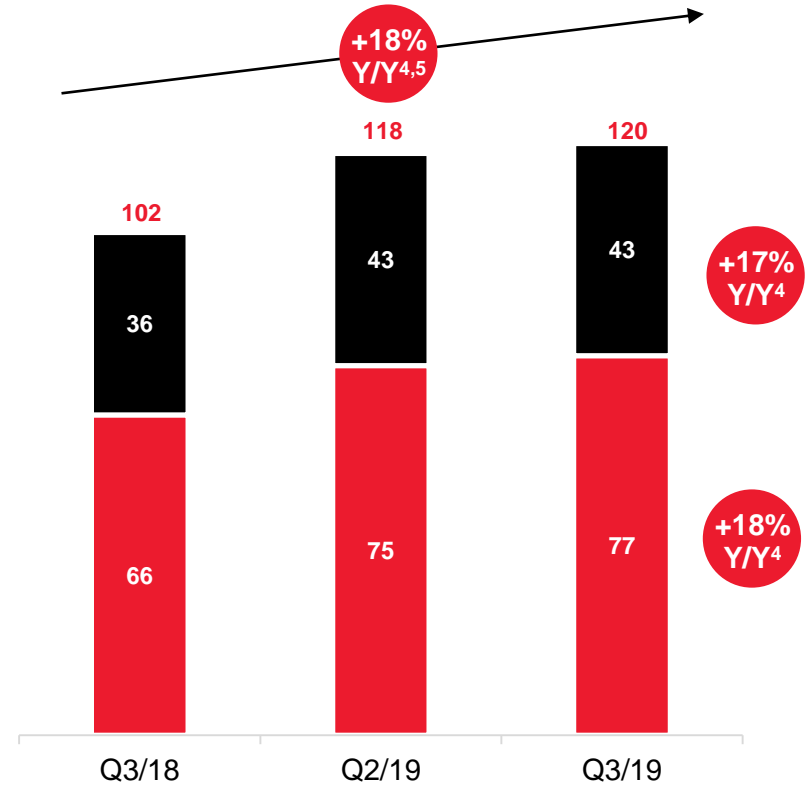
INTERNATIONAL BANKING – VOLUME GROWTH

Strong loan and deposit growth

AVERAGE LOANS & ACCEPTANCES (\$B)¹



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



■ Business
 ■ Residential mortgages
 ■ Personal loans
 ■ Credit cards

■ Non-Personal
 ■ Personal

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

² Includes deposits from banks

³ Average loans & acceptances growth of 27% Y/Y on a reported basis

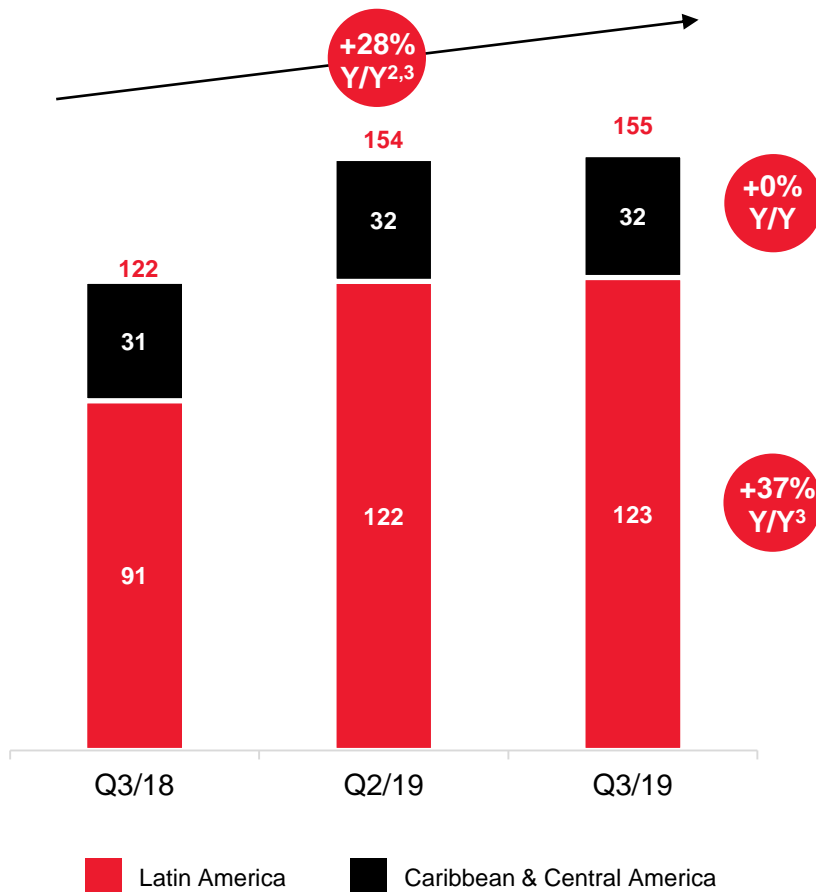
⁴ Includes the impact of acquisitions

⁵ Average deposits growth of 18% Y/Y on a reported basis

INTERNATIONAL BANKING – REGIONAL LOAN GROWTH

Strong loan growth in Latin America bolstered by acquisitions

AVERAGE LOANS & ACCEPTANCES (\$B)¹



CONSTANT DOLLAR LOAN VOLUMES, Y/Y

	Retail	Commercial ⁴	Total
Latin America	46%	31%	37%
C&CA	2%	(2%)	0%
Total	32%	24%	28%

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

² Average loans & acceptances growth of 27% Y/Y on a reported basis

³ Includes the impact of acquisitions

⁴ Excludes bankers acceptances

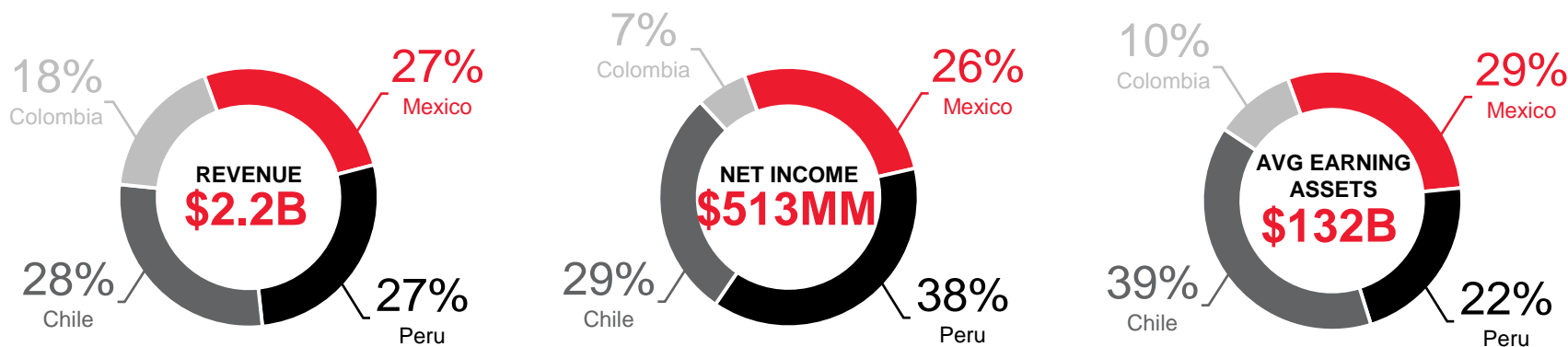
INTERNATIONAL BANKING – PACIFIC ALLIANCE

Continue to deliver strong results across the Pacific Alliance countries

FINANCIAL PERFORMANCE AND METRICS (\$MM)^{1, 2, 3}

	Q3/19	Q2/19	Q3/18	Q/Q	Y/Y
Revenue (\$MM)	2,230	2,179	1,783	+5%	+26%
Expenses (\$MM)	1,039	1,010	818	+5%	+29%
Net Income (\$MM)	513	496	495	+7%	+2%
NIM	4.50%	4.65%	4.92%	(16bps)	(43bps)
Productivity Ratio	46.6%	46.4%	45.9%	24bps	71bps

GEOGRAPHIC DISTRIBUTION⁴



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 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

⁴ For the 3 months ended July 31, 2019

SCOTIABANK IN THE PACIFIC ALLIANCE COUNTRIES




Well positioned in high quality, growth markets

PAC Highlights

- 230 million people¹, median age of 30²
- 9th largest economy in the world¹
- Banking penetration <50%¹
- Sovereign ratings all “Investment Grade”³
- 63% of exports related to manufacturing⁴
- Largest trading partner is the United States⁴

Scotiabank in the PAC

- Only global bank present in all PAC countries
- Top 3 bank in Chile and Peru
- 28-year operating history (average)
- 2018 “Bank of the Year”, *Latin Finance*

				
	Mexico	Peru	Chile	Colombia
Scotiabank Market Share⁵	7.4%	18.3%	14.0%	6.0%
Market Share Ranking⁵	6th	3rd	3rd	6th
Strengths	Auto and Mortgages	P&C and Mortgages	Credit Cards, Mortgages	Credit Cards, Personal
Average Total Loans⁶(C\$B)	\$31.3	\$21.5	\$47.2	\$12.2
Revenue⁷(C\$B)	\$2.3	\$2.3	\$2.4	\$1.6
Net Income after NCI^{7,8}(C\$MM)	\$611	\$756	\$539	\$132
ROE^{6,8}	18%	24%	10%	9%
# of Employees^{9,10}	13,241	12,052	8,967	8,955

¹ Source: World Bank 2017

² Source: The World Factbook, CIA 2017

³ Sovereign ratings from Moody's, S&P, and Fitch; Source: Bloomberg

⁴ Source: United Nation Conference on Trade and Development (UNCTAD) 2017; Organization for Economic Co-operation and Development (OECD) 2016

⁵ Ranking based on publicly traded banks by total loans market share as of June, 2019, inc. M&A

⁶ For the three months ended July 31, 2019

⁷ For the trailing 12 months ended July 31, 2019 not adjusted for currency

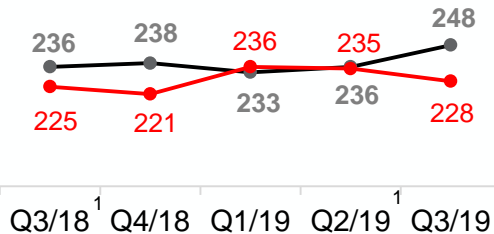
⁸ Earnings adjusted for acquisition –related costs including integration and amortization costs related to current acquisitions, and amortization of intangibles related to current and past acquisitions

⁹ Employees are reported on a full-time equivalent basis

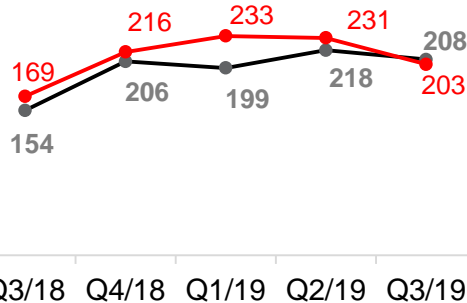
¹⁰As of July 31, 2019

INTERNATIONAL RETAIL: LOANS AND PROVISIONS

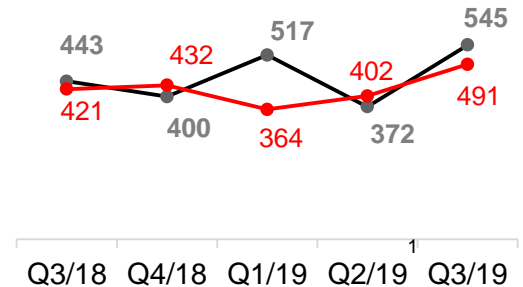
TOTAL RETAIL²



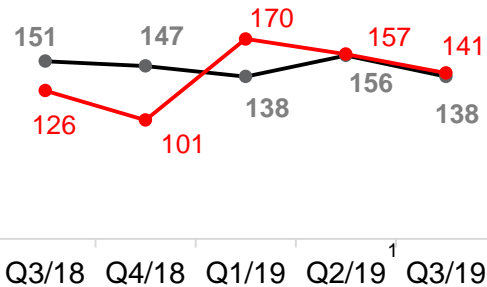
MEXICO



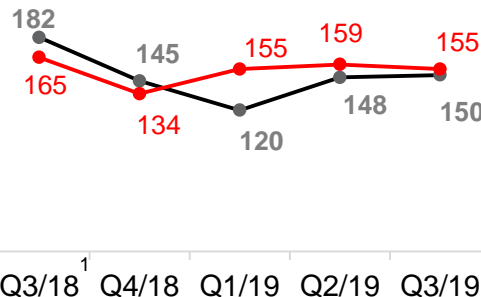
PERU



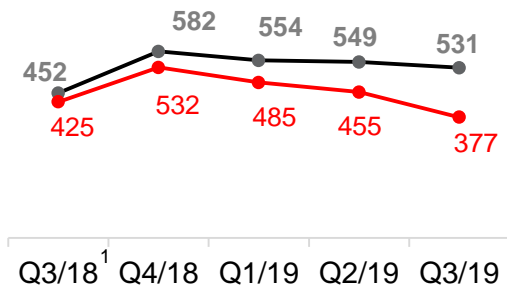
CARIBBEAN & CENTRAL AMERICA



CHILE



COLOMBIA



● PCL as a % of avg. net loans (bps)

● PCLs on Impaired Loans as a % of avg. net loans (bps)

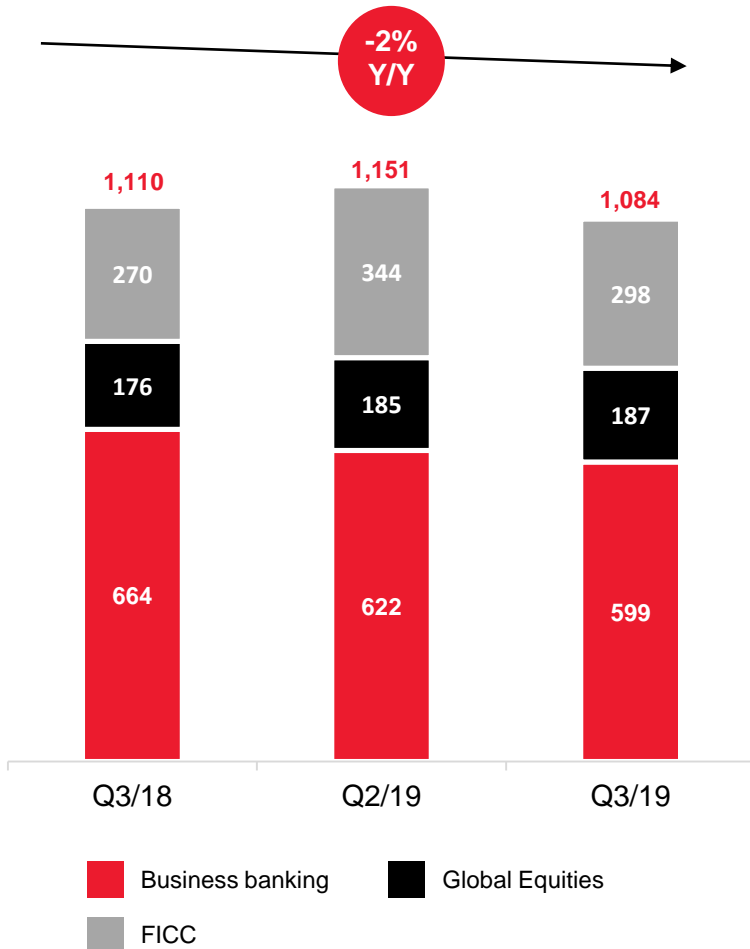
Loan Balances Q3/19	Mexico	Peru	Chile	Colombia	C&CA	Total
Spot (\$B)	\$13	\$10	\$26	\$7	\$19	\$76

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

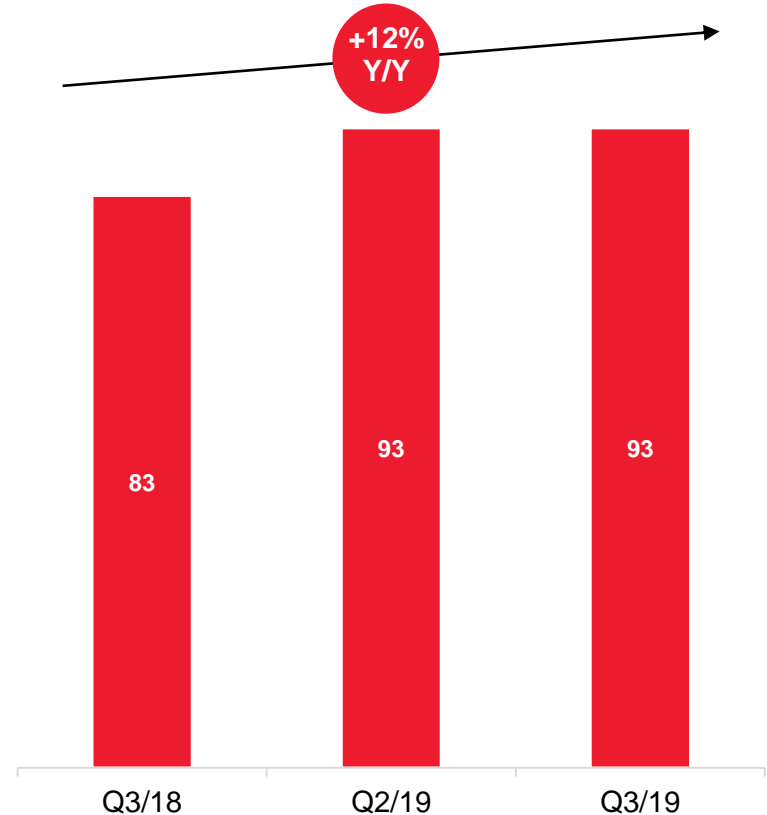
²Total includes other smaller portfolios

GLOBAL BANKING AND MARKETS – REVENUE AND LOANS

REVENUE (TEB) (\$MM)¹



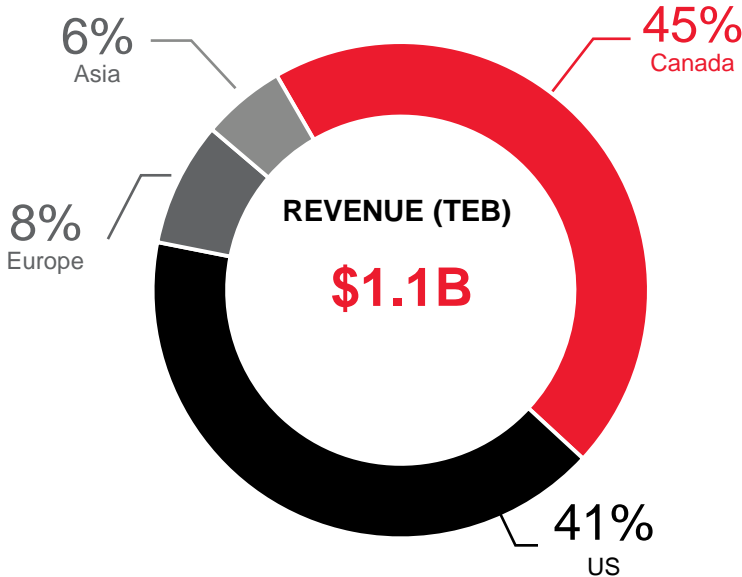
AVERAGE BUSINESS AND GOVERNMENT LOANS & ACCEPTANCES (\$B)



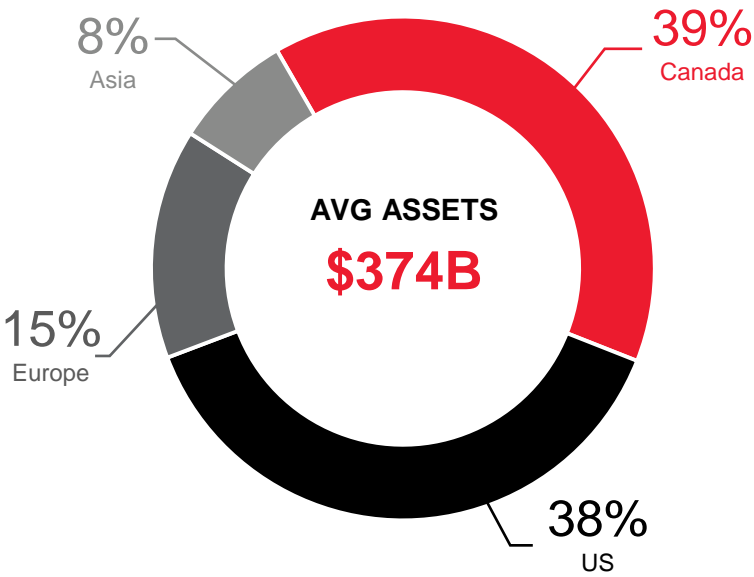
¹ International Banking revenue contribution and assets reported in International Banking's results

GLOBAL BANKING AND MARKETS – REGIONAL REVENUE AND AVERAGE ASSETS

GEOGRAPHIC REVENUE^{1,2}



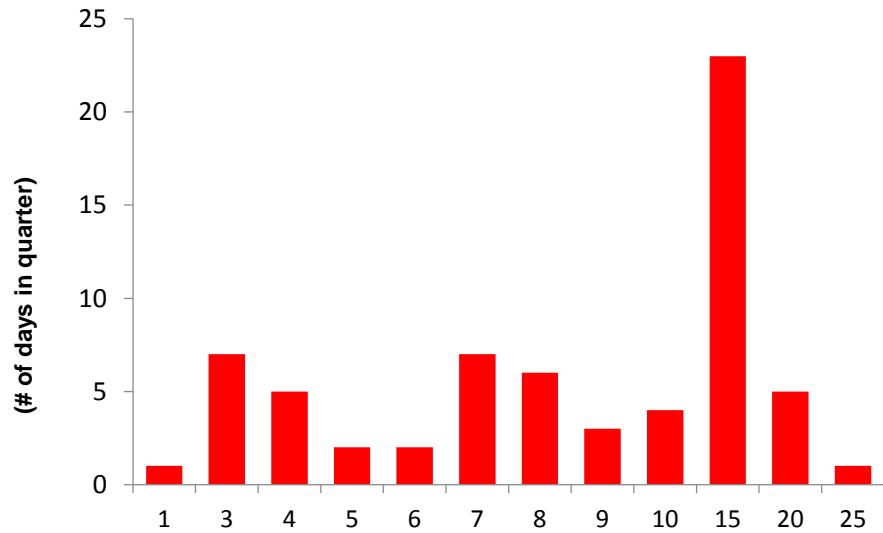
ASSETS BY GEOGRAPHY^{1,2}



¹ For the 3 months ended July 31, 2019
² International Banking revenue contribution and assets reported in International Banking's results

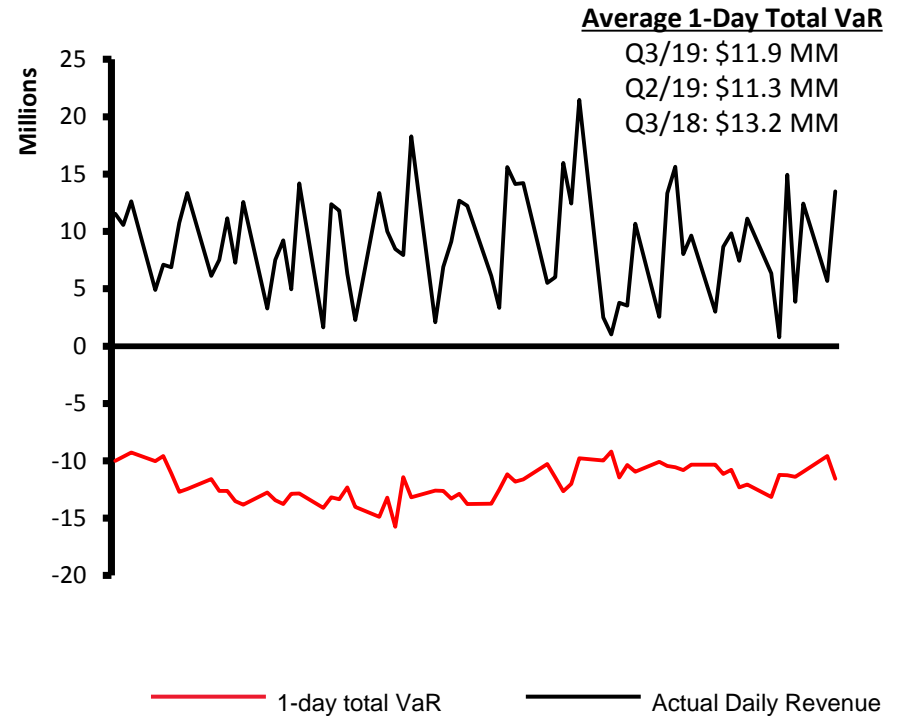
TRADING RESULTS

0 TRADING LOSS DAYS IN Q3/19



Q3/19 Daily Trading Revenues (\$MM)

Q3/19 TRADING REVENUE AND ONE-DAY TOTAL VaR



PROVISION FOR CREDIT LOSSES

(\$MM)	Q3/18		Q4/18		Q1/19		Q2/19		Q3/19	
	PCLs on Impaired Loans	Total PCLs (adj.)	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	179	174	181	179	201	202	220	245	242	218
Canadian Commercial	(5)	7	7	19	28	31 ¹	13	7 ¹	14	22 ¹
Total Canadian Banking	174	181	188	198	229	233	233	252¹	256	240
International Banking										
International Retail	337	320 ³	412	384	416	421	421	419 ³	462	425
International Commercial	60	47 ^{1,3}	54 ¹	28 ¹	35	49 ¹	51	58 ^{1,3}	60	51 ¹
Total	397²	367^{1,2,3}	466^{1,2}	412^{1,2}	451	470	472	477^{1,3}	522	476
Global Banking and Markets	(12)	(10)	(17)	(20)¹	(1)	(16)	(5)	(6)	(2)	(4)
Other	-	1¹	-	-	-	1¹	-	(1)¹	-	1
All Bank	559	539	637	590	679	688	700	722	776	713

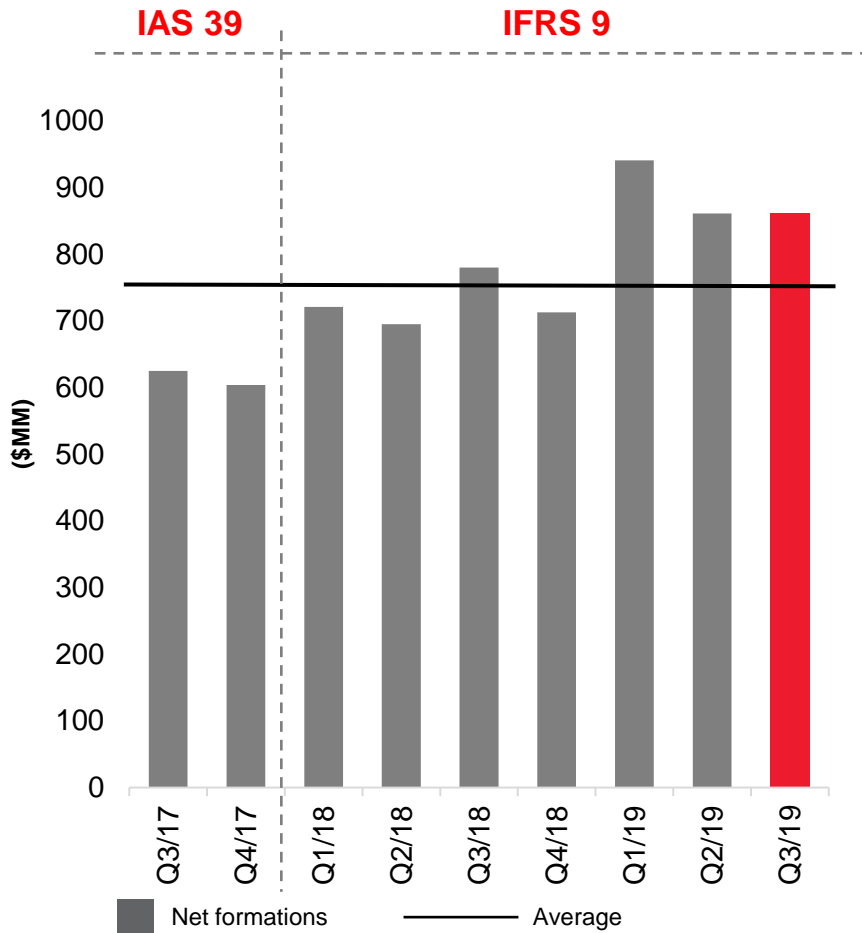
¹ Includes provision for credit losses on debt securities and deposit with banks of -\$1 million in Canadian Banking (Q1/19: \$2 million, Q2/19: -\$1 million), \$1 million (Q2/18: -\$4 million, Q3/18: \$Nil, Q4/18: \$41 million (impaired) and \$40 million (total), Q1/19: \$2 million, Q2/19: -\$1 million) in International Banking, \$nil in Global Banking and Markets (Q4/18: \$1 million) and \$nil million (Q2/18: \$Nil, Q3/18: \$1 Million, Q4/18: \$1 million, Q1/19: -\$1 million, Q2/19: \$1 million) in Other

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

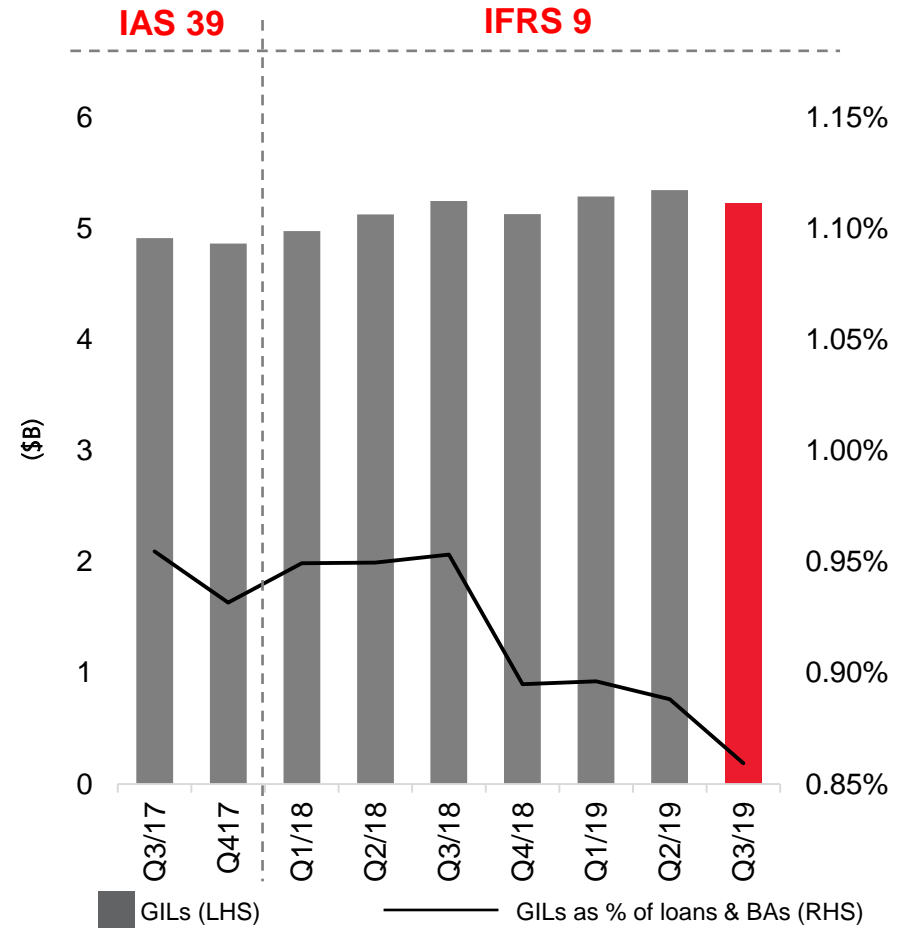
³ Figures on an adjusted basis; adjusted for Day 1 PCLs from acquisitions

IMPAIRED LOANS

NET FORMATIONS OF IMPAIRED LOANS^{1,2}



GROSS IMPAIRED LOANS^{1,2,3}



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

³ Excludes impact of acquisitions (Q3/18 : \$233 million, Q2/19 : \$18 million)

GILS & NET WRITE-OFF RATIOS

Stable GILs and net write-off ratios

Gross impaired loans	Q3/18	Q4/18	Q1/19	Q2/19	Q3/19
(As a % of Period End Loans & Acceptances)²					
Canadian Banking	0.30%	0.29%	0.31%	0.31%	0.30%
International Banking	3.10%	2.70%	2.58%	2.54%	2.57%
Global Banking and Markets	0.43%	0.30%	0.33%	0.28%	0.19%
All Bank	0.95%	0.89%	0.90%	0.89%	0.86%

Net write-offs	Q3/18	Q4/18	Q1/19	Q2/19	Q3/19
(As a % of Average Net Loans & Acceptances)^{1, 3}					
Canadian Banking	0.23%	0.23%	0.28%	0.28%	0.29%
International Banking	1.14%	1.24%	1.34%	1.26%	1.27%
Global Banking and Markets	-	(0.03)%	-	0.09%	0.01%
All Bank	0.39%	0.45%	0.50%	0.50%	0.50%

¹ Annualized

² Excludes impact of acquisitions (Q3/18 : \$233 million, Q2/19 : \$18 million)

³ Net write-offs are net of recoveries

RETAIL 90+ DAYS PAST DUE LOANS

Credit quality remains relatively stable across all markets and products

CANADA		Q3/18	Q4/18	Q1/19	Q2/19	Q3/19
	Mortgages	0.20%	0.20%	0.21%	0.21%	0.21%
	Personal Loans	0.56%	0.56%	0.58%	0.56%	0.54%
	Credit Cards	0.89%	0.91%	0.95%	0.92%	0.83%
	Secured and Unsecured Lines of Credit	0.28%	0.29%	0.30%	0.30%	0.26%
	Total	0.27%	0.28%	0.29%	0.28%	0.27%
INTERNATIONAL		Q3/18 ¹	Q4/18 ¹	Q1/19 ¹	Q2/19 ^{1,2}	Q3/19 ^{1,2}
	Mortgages	3.28%	3.18%	3.24%	3.16%	3.23%
	Personal Loans	3.45%	3.56%	3.59%	3.52%	3.55%
	Credit Cards	3.03%	2.96%	3.01%	3.01%	3.19%
	TOTAL	3.31%	3.25%	3.30%	3.23%	3.31%







¹ Includes acquisitions in Chile, Colombia.

² Includes acquisitions in Peru and Dominican Republic.

ECONOMIC OUTLOOK IN KEY MARKETS

Macro economic growth outlook remains positive for the Pacific Alliance countries

Real GDP (Annual % Change)

Country	2017	2018	2019F	2020F
 Canada	3.0	1.9	1.4	2.0
 U.S.	2.2	2.9	2.5	1.6
 Mexico	2.1	2.0	0.9	1.1
 Peru	2.5	3.9	3.1	3.7
 Chile	1.5	4.0	3.2	3.2
 Colombia	1.4	2.6	3.2	3.6

Source: Scotia Economics, as of July 12, 2019

FX MOVEMENTS VERSUS CANADIAN DOLLAR

Currency	Q3/19	Q2/19	Q3/18	Canadian (Appreciation) / Depreciation	
				Q/Q	Y/Y
SPOT					
U.S. Dollar	0.758	0.746	0.769	(1.6%)	1.5%
Mexican Peso	14.52	14.15	14.33	(2.6%)	(1.3%)
Peruvian Sol	2.503	2.469	2.514	(1.4%)	0.4%
Colombian Peso	2486	2,413	2,222	(3.0%)	(11.9%)
Chilean Peso	533.3	505.5	490.0	(5.5%)	(8.8%)
AVERAGE					
U.S. Dollar	0.753	0.751	0.767	(0.3%)	1.8%
Mexican Peso	14.42	14.36	15.04	(0.4%)	4.1%
Peruvian Sol	2.497	2.485	2.511	(0.5%)	0.5%
Colombian Peso	2454	2,354	2,209	(4.2%)	(11.1%)
Chilean Peso	519.6	499.1	489.6	(4.1%)	(6.1%)

INVESTOR RELATIONS CONTACT INFORMATION

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