

# Global Wealth Management Factsheet

#1 in earnings growth<sup>1</sup> | #2 in revenue growth<sup>1</sup> | #1 operating leverage relative to peers<sup>1</sup>

## 3<sup>rd</sup> Largest Wealth Management Business in Canada<sup>1</sup>



### Investment Management

A broad selection of actively managed investment solutions from our innovative manufacturing platform.

Mutual Funds

ETFs

Pooled Funds

Segregated Portfolios

Institutional Asset Management

ScotiaFunds.

Dynamic Funds<sup>®</sup>

JARISLOWSKY  
FRASER

<sup>1</sup> Fiscal Year 2020 results



### Distribution Channels

A powerful advisory and distribution network across Canada and Latin America.

Private Investment Counsel

Full-Service Brokerage

Private Banking

Trust Services

Online Brokerage

Retail Bank Branch Network

Mobile Advice Team

3<sup>rd</sup> Party Distributors

Scotia  
Wealth Management.



Scotia iTRADE.

Scotiabank.  
Branch / mobile advice team

## Market-Leading Capabilities

### Award-Winning Investment Management

- **#2 in Retail Mutual Fund Net Sales in Canada** (IFIC, December 2020)
- **Won 20 Refinitiv Lipper Fund Awards for 2020 – more than any other firm** (ScotiaFunds and Dynamic Funds)
- **Won 41 FundGrade A+ Awards for 2020 - more than any other bank or independent fund company** (ScotiaFunds and Dynamic Funds)
- **Named Fund Provider of the Year by Wealth Professional** (Dynamic Funds)
- **Top 3 Greenwich Leader in Canadian Institutional Investment Management Service** (Jarislowsky Fraser)
- **Straight A's in the 2020 Principles for Responsible Investment report** (Jarislowsky Fraser)

### Award-Winning Distribution

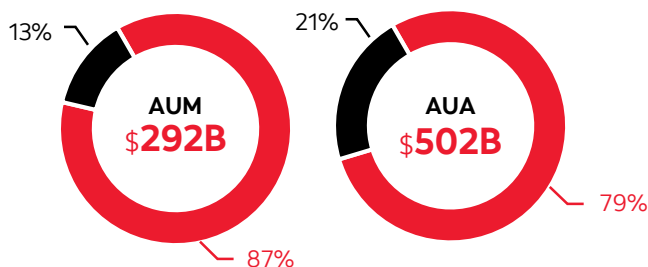
- **Largest Private Investment Counsel business in Canada**
- **2021 World's Best Private Banks awards in Peru and Bahamas** (Global Finance)
- **#2 Bank-Owned Brokerage Firm** (Investment Executive Brokerage Report Card, 2020)
- **#1 in physician market share in Canada** (MD Financial)
- **#2 in 2020 Best Bank-Owned Online Broker** (MoneySense Magazine)

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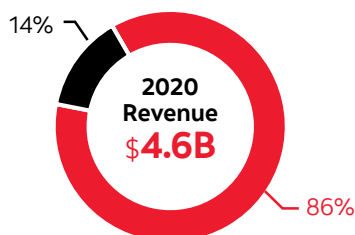
#1 in earnings growth<sup>1</sup> | #2 in revenue growth<sup>1</sup> | #1 operating leverage relative to peers<sup>1</sup>

## Delivering consistent, high quality results

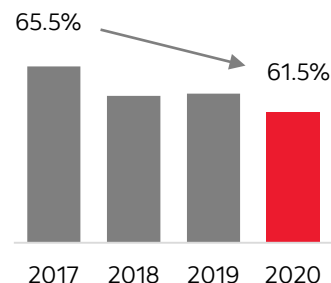
### AUM/AUA (\$B)



### Revenue



### Productivity Ratio



■ International ■ Canada

<sup>1</sup> Fiscal Year 2020 results

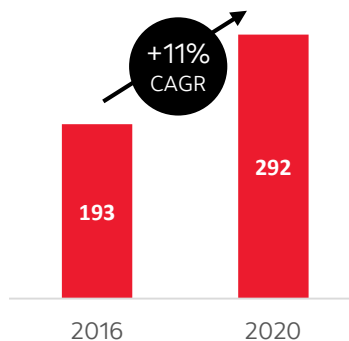
## Investment Performance Highlights

**76%** of assets in the **top two quartiles** over five-year period – **1832 Asset Management**

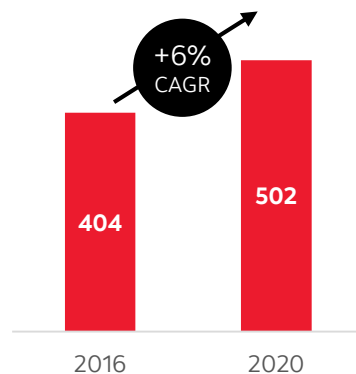
**75%** of core funds in the **top two quartiles** over five-year period – **Jarislowsky Fraser**

October 2020

### AUM



### AUA



## Medium-Term Financial Objectives

	Target
Net Income Growth	8%+
Productivity Ratio	<65%
Operating Leverage	Positive

## 2021 Priorities

- Continue product innovation:** To deliver investment results through purpose-built solutions
- Focus on partnerships:** To deliver the entire bank to clients seamlessly
- Enhance digital experience:** Digitally enable sales tools to support human-led advice conversations across distribution channels
- Leverage institutional capabilities:** Expand institutional capabilities to new investment mandates in priority Latin American markets
- Focus on international:** Invest and grow the International Wealth business by following our retail footprint in targeted client segments
- Continue to foster winning team culture:** Cultivate a talented, diverse workforce

## Contact Information

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