

# Investor Fact Sheet – Scotiabank

Q3 2021

## Our Business

Scotiabank is a leading bank in the Americas and the only bank with operations in Canada, US and the Pacific Alliance countries. Guided by our purpose: “for every future”, we help our customers, their families and their communities achieve success 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.

TSX: BNS; NYSE: BNS

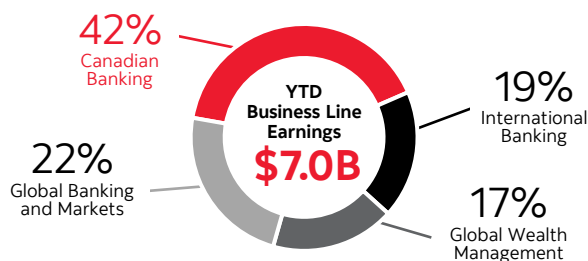
<http://www.scotiabank.com>

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## Reasons to Invest in Scotiabank

- **Leading bank in the Americas**
  - Top 3 bank in Canada and top 5 bank in the Pacific Alliance
  - ~95% of earnings from the Americas
- **Diversified exposure to high quality growth markets**
  - Unique Americas footprint provides diversified exposure to higher growth, high ROE banking markets
  - 229 million people in the Pacific Alliance countries comprise the 6th largest economy in the world
- **Increasing scale and market share in core markets**
  - Competitive scale and increasing market share in core markets
  - Competitive advantages in technology, risk management, and funding versus competitors
- **Strong risk culture: solid credit quality, well provisioned**
  - Strong Canadian risk management culture with strong capabilities in AML and cybersecurity
  - Focus on secured and investment-grade lending
  - \$6.2 billion in total allowance for credit losses as of Q3/21
- **Acceleration in Digital Banking**
  - Increased Digital Adoption to 54% in Q3/21
  - Named “Best Bank in North America for Innovation in Digital Banking” (2020)
  - #1 ranking for “Online Banking Satisfaction” - J.D. Power 2020
  - Recognized as “Most Innovative in Data” by The Banker’s Global Innovation in Digital Banking Awards 2021

## Four Business Lines<sup>1,2,3,4</sup>



## Other Financial Information

Pre-Tax, Pre Provision Profit <sup>5</sup>	\$3,684 million
Total Assets <sup>6</sup>	\$1,163.4 billion
Net Loans and Acceptances <sup>6</sup>	\$644.8 billion
Deposits <sup>6</sup>	\$794.4 billion
Employees <sup>6,7</sup>	90,833
Branches and Offices <sup>6</sup>	2,555
ABMs <sup>6</sup>	8,609

## Medium-term Financial Objectives

		Q3 2021 Actual	2021 YTD Actual
EPS Growth	7%+	+93% <sup>2,5</sup>	+48% <sup>2,4</sup>
Return on Equity	14%+	15.1% <sup>2,5</sup>	14.8% <sup>2,4</sup>
Operating Leverage	Positive	-2.2% <sup>2,5</sup>	+1.6% <sup>2,4</sup>
Capital Level	Strong Levels	12.2% <sup>6</sup>	12.2% <sup>6</sup>

## Senior Debt Credit Ratings<sup>6</sup>

Agency	Legacy Senior Debt*	Bail-inable Debt**	Outlook
DBRS	AA	AA (low)	Stable
Fitch	AA	AA-	Negative
Moody's	Aa2	A2	Stable
S&P	A+	A-	Stable

\*Includes: (a) Senior debt issued prior to September 23, 2018; and (b) Senior debt issued on or after September 23, 2018 which is excluded from the bank recapitalization "bail-in" regime.

\*\*Subject to conversion under the bank recapitalization "bail-in" regime.

## Shareholder Information

### Share Price (TSX): November 1/20 – July 31/21

High	\$82.35	Closing Price	\$77.87
Low	\$55.11	52 week high	\$82.35
Market Capitalization <sup>6</sup>	\$95 billion	Common Shares Outstanding <sup>6</sup>	1,215 million

### Total Shareholder Return<sup>8</sup>



### Upcoming Events

November 30, 2021	Q4 2021 Results
February 22 2022	Q1 2022 Results
May 31, 2022	Q2 2022 Results
August 23, 2022	Q3 2022 Results

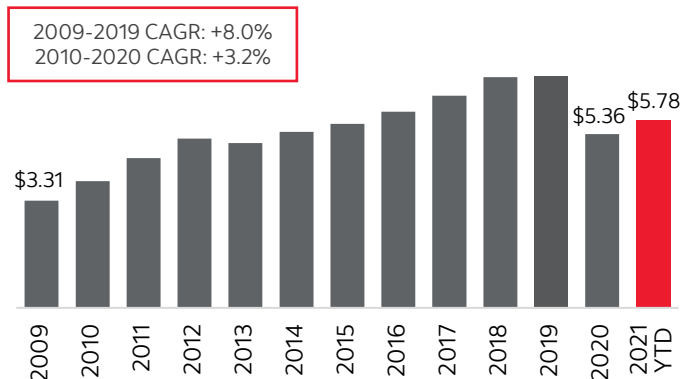
### Dividend Dates

Record Date	Payment Date
October 5, 2021	October 27, 2021
January 4, 2022	January 27, 2022
April 5, 2022	April 27, 2022
July 5, 2022	July 27, 2022

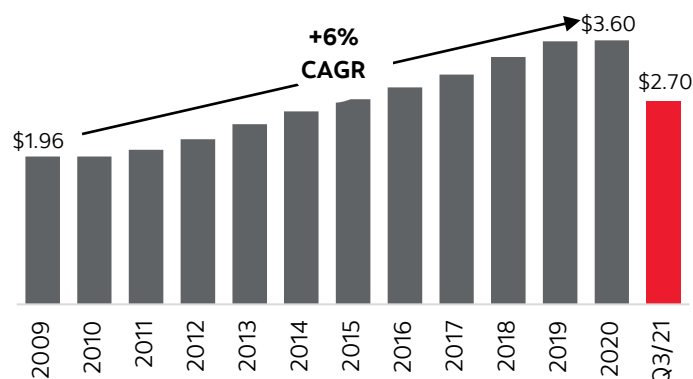
# Investor Fact Sheet – Scotiabank

Q3 2021

## Annual Diluted EPS Growth<sup>9</sup>



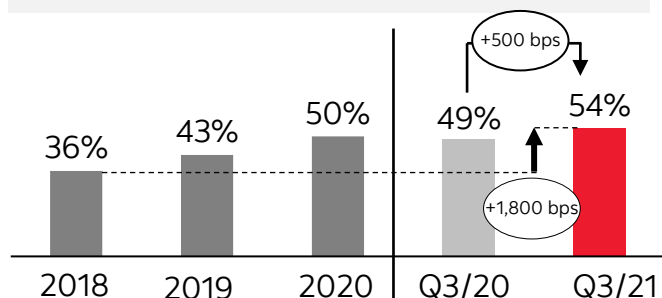
## Annual Dividend Growth



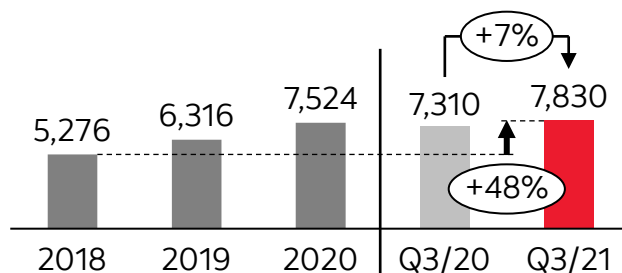
## Technology and Digital Banking

- Technology includes our efforts in digital, core technology infrastructure and data and analytics. Our 2020 investments are focused on driving growth, providing a better customer experience, improving efficiency and helping to manage risk better. We have fully operational Digital Factories in Toronto, Mexico, Peru, Chile and Colombia. All 5 countries continue to make good progress against our digital targets.

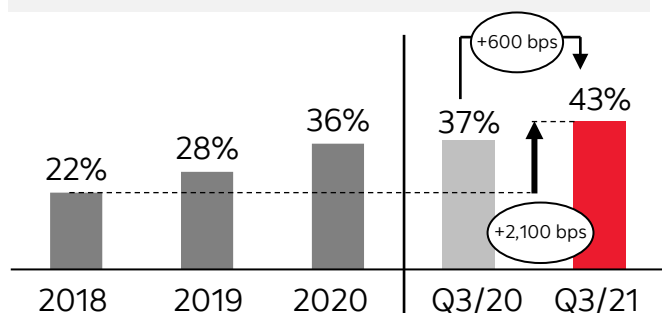
### Digital Adoption (%)<sup>10</sup>



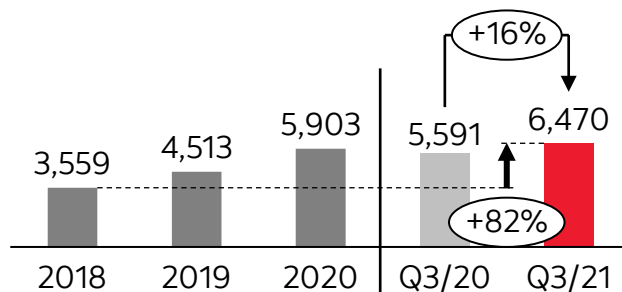
### Active Digital Users (#'000)<sup>11</sup>



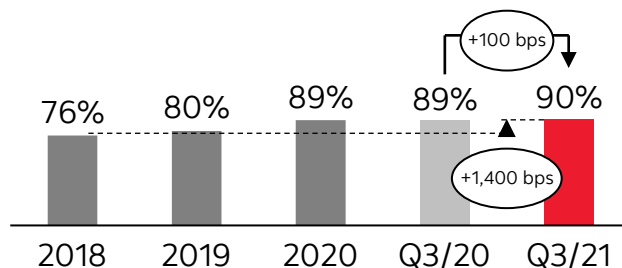
### Digital Sales (%)



### Active Mobile Users (#'000)<sup>11,12</sup>



### Self-Serve Transactions (%)<sup>11,13</sup>



#### Definitions

Digital Sales (% of retail unit sales using Digital platforms)  
Digital Adoption targets (% of customers with Digital login (90 days) / Total addressable Customer Base)  
Digital Users: # of customers who logged into website and/or mobile in the last 90 days  
Mobile Users: # of customers who logged into mobile in the last 90 days  
Self-serve Transactions: % of Financial transactions through Digital, ABM, IVR, POS

# Investor Fact Sheet – Business Lines

Q3 2021

## Canadian Banking

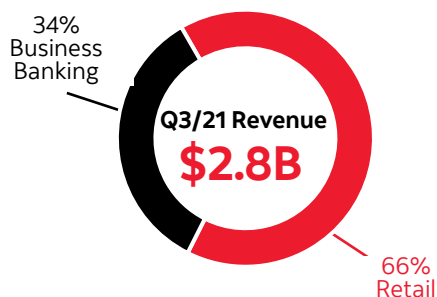
### Our Business

Canadian Banking provides a full suite of financial advice and banking solutions, supported by an excellent customer experience, to over 11 million Retail, Small Business, and Commercial Banking customers. Canadian Banking also provides an alternative self-directed banking solution to over 2 million Tangerine Bank customers.

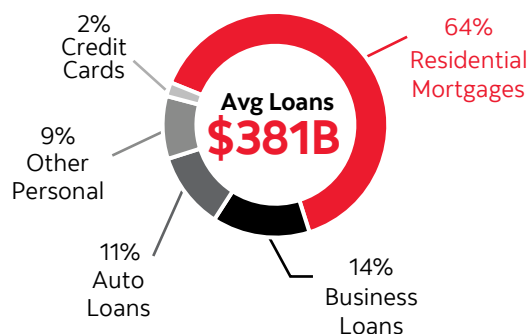
### Medium-term Financial Objectives

	Target <sup>14</sup>
Net Income Growth <sup>3</sup>	5%+
Productivity Ratio <sup>15</sup>	<44%
Operating Leverage <sup>15</sup>	Positive

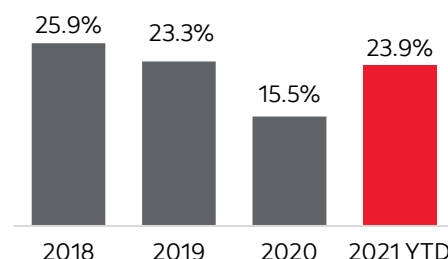
### Business Mix<sup>5,15</sup>



### Average Loan Mix<sup>5</sup>



### Return on Equity<sup>2,3</sup>



## International Banking

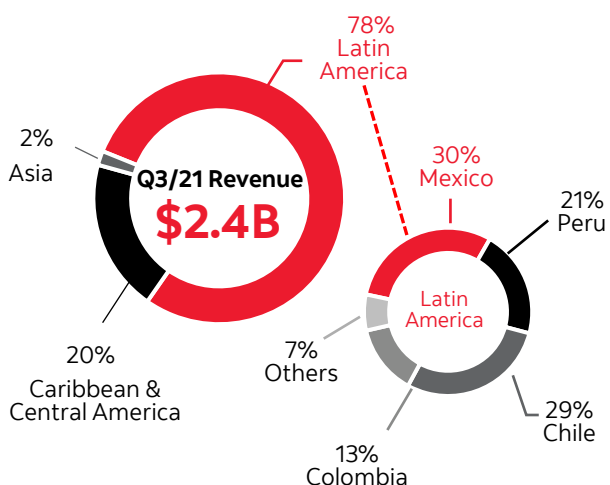
### Our Business

The International Banking division has a strong and diverse franchise with more than 10 million Retail, Corporate, and Commercial customers. International Banking's geographical footprint focused on the Pacific Alliance countries of Mexico, Peru, Chile and Colombia, and supported by solid, mature and profitable business in Central America and the Caribbean.

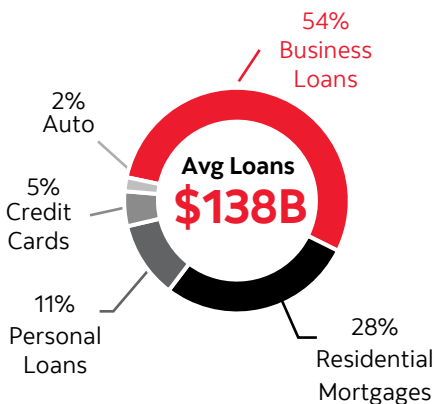
### Medium-term Financial Objectives

	Target <sup>14</sup>
Net Income Growth <sup>3</sup>	9%+
Productivity Ratio <sup>15</sup>	<50%
Operating Leverage <sup>15</sup>	Positive

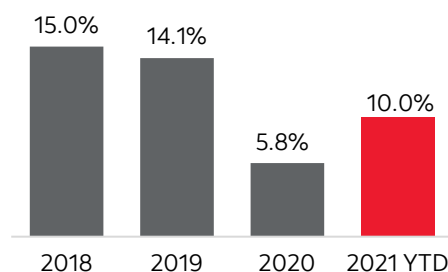
### Geographic Revenue<sup>5,15</sup>



### Average Loan Mix<sup>5</sup>



### Return on Equity<sup>2,3</sup>



# Investor Fact Sheet – Business Lines

Q3 2021

## Global Wealth Management

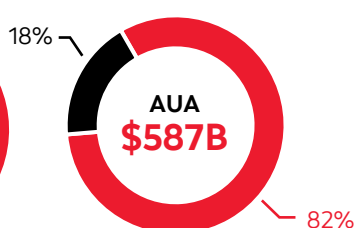
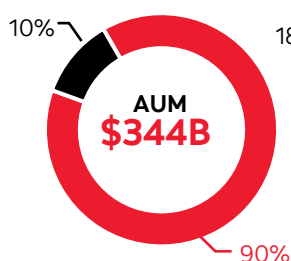
### Our Business

Global Wealth Management is focused on delivering comprehensive wealth management advice and solutions to clients across Scotiabank's footprint. Global Wealth Management serves over 1.5 million investment fund and advisory clients across 14 countries – managing over \$500 billion in assets.

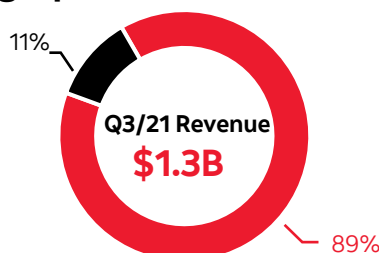
### Medium-term Financial Objectives

	Target <sup>14</sup>
Net Income Growth <sup>3</sup>	8%+
Productivity Ratio <sup>15</sup>	<65%
Operating Leverage <sup>15</sup>	Positive

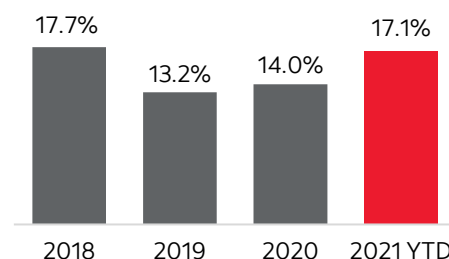
### AUM/AUA (\$B)<sup>1</sup>



### Geographic Revenue<sup>5,15</sup>



### Return on Equity<sup>2,3</sup>



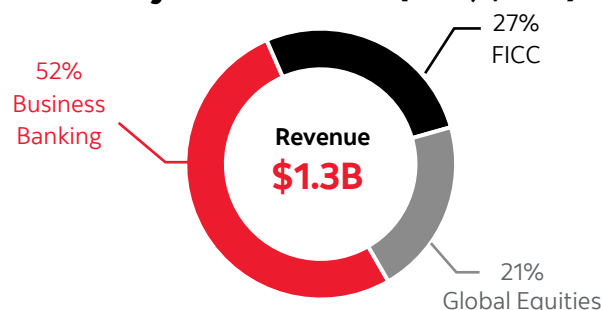
■ International ■ Canada

## Global Banking and Markets

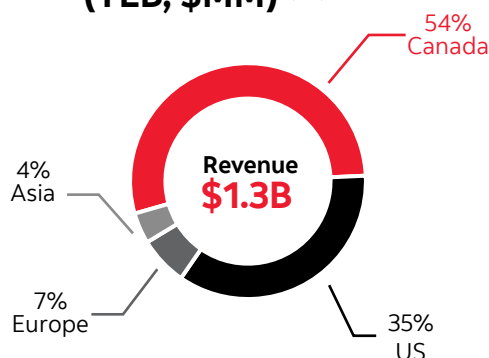
### Our Business

Global Banking and Markets (GBM) provides corporate clients with lending and transaction services, investment banking advice and access to capital markets. GBM is a full-service wholesale bank in the Americas, with operations in 21 countries, serving clients across Canada, the United States, Latin America, Europe and Asia-Pacific.

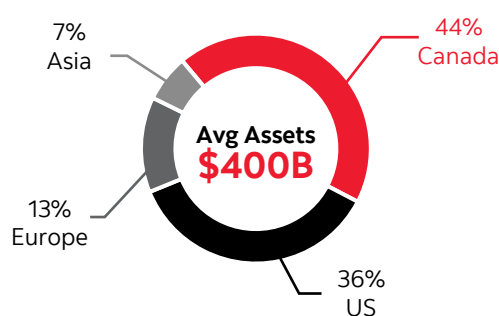
### Revenue by Business Line (TEB, \$MM)<sup>5,15,16</sup>



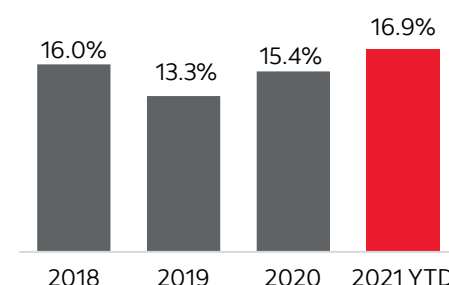
### Geographic Revenue (TEB, \$MM)<sup>5,15,16</sup>



### Assets by Geography<sup>5,16</sup>



### Return on Equity<sup>2,3</sup>



# Investor Fact Sheet – Pacific Alliance

Q3 2021

## What is Pacific Alliance?

The Pacific Alliance countries (or “PACs”) comprise of **Mexico, Peru, Chile and Colombia**. It is a regional trade bloc created in 2011 by the four countries that seeks the free movement of goods, services, capital and people.

Scotiabank believes the Pacific Alliance region offers excellent opportunities for growth with pro-business policies, favourable demographics, increasing banking penetration, good economic growth, low consumer indebtedness and stable banking systems.



## Population

	PACs Total	Canada	Other EM <sup>19</sup> Average	G7 Average
Population <sup>18</sup>	~229MM	~38MM	~3625MM	~769MM
Proj. Population Growth <sup>20</sup>	0.8%	0.8%	0.6%	0.2%
Median Age <sup>21</sup>	30 years old	42 years old	33 years old	42 years old

- The aggregate population in the PACs is 6x the population in Canada and the projected population growth in the PACs outpaces Canada, other EM<sup>19</sup> and G7 average in the next 5 years
- The median age of population in the PACs is relatively young at 30, providing favourable demographics for growth in banking services

## Government

	 Mexico	 Peru	 Chile	 Colombia
President	Andrés Manuel López Obrador	Pedro Castillo	Sebastián Piñera	Iván Duque Márquez
Election Cycle (Next)	Six-Year (2024)	Five-Year (2026)	Four-Year (2021)	Four-Year (2022)

## Financial Stability

Sovereign Credit Rating	Moody's: Baa1 S&P: BBB Fitch: BBB-	Moody's: A3 S&P: BBB+ Fitch: BBB+	Moody's: A1 S&P: A Fitch: A-	Moody's: Baa2 S&P: BB+ Fitch: BB+
CB Inflation Targeting (Year of adoption)	2001	2002	1999	1999

Fiscal Data <sup>18</sup>	PACs Average	Other EM Average <sup>19</sup>	G7 Average
Debt/GDP	48%	78%	136%
Fiscal Deficit /GDP	-6.1%	-6.6%	-10.3%

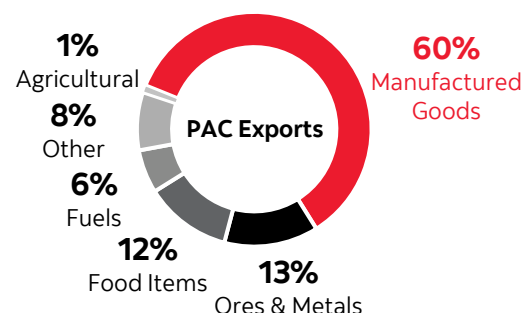
## Economy

### PAC GDP & Income Level

	PACs Total	Canada	PACs vs. Canada
Proj. GDP Growth <sup>17</sup>	3.9%	2.9%	1.3x
GDP World Rank <sup>17</sup>	6th	16th	6th vs.16th

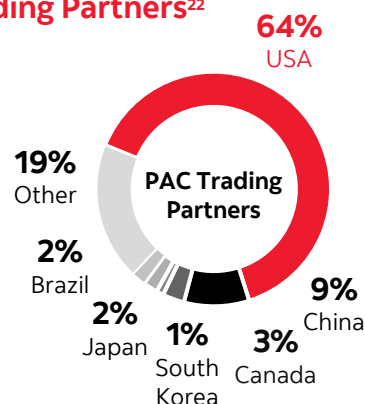
- The World Bank<sup>18</sup> categorizes countries' Income Group into 4 levels: Low Income, Lower Middle Income, Upper Middle Income and High Income
- Chile is rated as High Income (same as Canada) and Mexico, Peru and Colombia as Upper Middle Income

### PAC Exports<sup>22</sup>



- Manufacturing is the largest source of exports for the PACs at 60%. Metals and Fuels represent 19%
- Highlights:** Mexico is the largest exporter of flat-screen TVs in the world, and the third-largest exporter of computers. Chile is the 5<sup>th</sup> largest exporter of wine in the world, ranking ahead of both the U.S. and New Zealand

### PAC Trading Partners<sup>22</sup>









- The US and China are the PACs' largest trading partners, representing 73% of all PAC exports

# Investor Fact Sheet – Pacific Alliance

Q3 2021

## Business Environment

Country	HDI Score Rank <sup>22</sup> Category (Rank)	Banking Penetration <sup>18</sup> (% of ages 15+)	Foreign Direct Investment <sup>18</sup> / % of GDP <sup>18</sup>
	High (74)	37%	\$37.7B / 2.3%
	High (79)	43%	\$6.5B / 3.9%
	Very High (43)	74%	\$7.8B / 4.5%
	High (83)	46%	\$11.5B / 4.4%
	Very High (16)	100%	\$43.2B / 2.6%
	Very High (17)	93%	\$261.5B / 1.6%

- The Human Development Index (HDI) ranks 189 countries with regards to the average achievement in key dimensions of human development: a long and healthy life, being knowledgeable and have a decent standard of living. The countries are categorized into 4 levels<sup>22</sup>: Low, Medium, High, Very High
- Banking penetration levels indicated by account ownership at a financial institution or with a mobile-money-service provider (% of population ages 15+)

<sup>1</sup> Excludes Other segment

<sup>2</sup> Adjusted for Acquisition and divestiture-related amounts

<sup>3</sup> Adjusted net income attributable to equity holders of the Bank

<sup>4</sup> For the 9 months ended, July 31, 2021

<sup>5</sup> For the 3 months ended, July 31, 2021

<sup>6</sup> As at July 31, 2021

<sup>7</sup> Employees are reported on a full-time equivalent basis

<sup>8</sup> The compound annual return for a common share, which includes share price appreciation and reinvested dividends as at July 31, 2021. Source: Thomson Reuters

<sup>9</sup> Excludes notable items for years prior to 2016. For 2016 onwards, results adjusted for acquisition and divestiture-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

<sup>10</sup> CB Digital Adoption definition updated to reflect new addressable customer base, excluding indirect-channel acquisitions

<sup>11</sup> New Digital metric introduced in Q1/21

<sup>12</sup> 2018 and 2019 use historical estimation based on available mobile user data for Colombia and Chile

<sup>13</sup> Prior periods from 2018 to 2020 have been restated in Q2/21 to align with current methodology

<sup>14</sup> 3-5 year target from 2020 Investor Day

<sup>15</sup> Reflects adoption of new leases accounting standard, IFRS 16

<sup>16</sup> GBM LatAm revenue contribution and assets are reported in International Banking results

<sup>17</sup> GDP growth: IMF, average of 2021-2025 projected growth rate (as of October 2020); GDP Rank: IMF October 2020

<sup>18</sup> Source: World Bank; Debt/GDP: IMF; Fiscal Deficit: CEIC Data

<sup>19</sup> EM countries include: Argentina, Brazil, China, Greece, India, Indonesia, Poland, South Africa, Turkey, and Russia

<sup>20</sup> Population growth: Population Estimates and Projections, World Bank Group, 2021-2025 average projected growth rate

<sup>21</sup> Median Age: The World Factbook, CIA 2021

<sup>22</sup> Exports: Scotiabank Economics, United Nations Conference on Trade and Development (UNCTAD) 2020; Trading Partners: Scotiabank Economics, IMF Apr. 2021.





<sup>23</sup> Source: United Nations Development Programme (UNDP) 2020

<sup>24</sup> Ranking based on publicly traded banks by total loans market share, as of June, 2021; except Colombia as of May, 2021

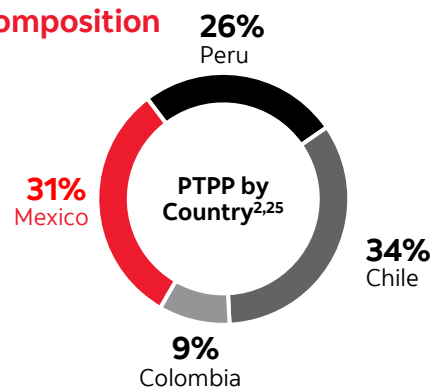
<sup>25</sup> For the three months ended July 31, 2021, not adjusted for currency

## Scotiabank in the PAC

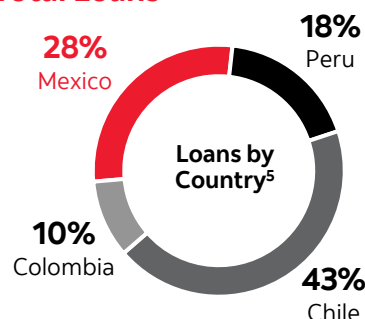
### Key Financial Highlights

					Total/ Average
<b>Scotiabank Market Share<sup>23</sup></b>	14%	8%	16%	5%	10%
<b>Market Share Ranking<sup>23</sup></b>	3 <sup>rd</sup>	5 <sup>th</sup>	3 <sup>rd</sup>	6 <sup>th</sup>	n.a.
<b>Average Total Loans<sup>5</sup>(C\$B)</b>	\$46.0	\$29.6	\$19.1	\$10.5	\$105.3
<b>Revenue<sup>25</sup>(C\$B)</b>	\$0.5	\$0.6	\$0.4	\$0.3	\$1.7
<b>Net Income after NCI (C\$MM)<sup>2,25</sup></b>	\$164	\$173	\$92	\$13	\$442
<b>ROE<sup>2,25</sup></b>	11.9%	23.1%	14.1%	3.9%	14.3%
<b># of Employees<sup>5,7</sup></b>	7,827	10,265	10,013	6,169	34,274

### PTPP Composition



### Average Total Loans



## Contact Information

### Investor Relations

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