

Investor Fact Sheet – Scotiabank

Q1 2022

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

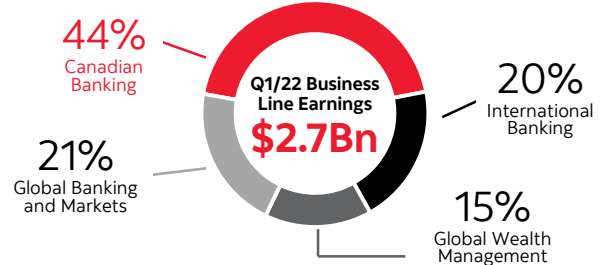
<http://www.scotiabank.com>

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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
 - 232 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
 - \$5.6 billion in total allowance for credit losses as of Q1/22
- **Acceleration in Digital Banking**
 - Increased Digital Adoption to 56% in Q1/22 (up 500 bps Y/Y)
 - Named “Best Digital Bank – Mexico” by *The Digital Banker’s* Global Retail Banking Innovation Awards 2021
 - Recognized for “Best AI Initiative” by *The Digital Banker’s* Global Retail Banking Innovation Awards 2021
 - Recognized as “Most Innovative in Data” by *The Banker’s* Global Innovation in Digital Banking Awards 2021
 - Won “Technology Innovation of the Year” by *Risk.net* (2021)

Four Business Lines^{1,2}



Other Financial Information

Reported Pre-Tax, Pre-Provision Profit ^{3,4}	\$3,826 million
Total Assets ⁵	\$1,245.5 billion
Net Loans and Acceptances ⁵	\$688.2 billion
Deposits ⁵	\$851.0 billion
Employees ^{5,6}	89,782
Branches and Offices ⁵	2,424
ABMs ⁵	8,342

Medium-Term Financial Objectives

Q1 2022 (Reported)		
EPS Growth ⁷	7%+	15%
Return on Equity ⁷	14%+	15.8%
Operating Leverage ⁷	Positive	-0.6%
Capital Level ⁸	Strong Levels	12.0%

Senior Debt Credit Ratings⁵

Agency	Legacy Senior Debt*	Bail-in-able 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 1/21 – January 31/22

High	\$93.34	Closing Price	\$91.56
Low	\$79.62	52 week high	\$93.34
Market Capitalization ⁵	\$110 billion	Common Shares Outstanding ⁵	1,211 million

Total Shareholder Return⁹



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Upcoming Events

April 5, 2022	Annual General Meeting
May 25, 2022	Q2 2022 Results
August 23, 2022	Q3 2022 Results
November 29, 2022	Q4 2022 Results

Dividend Dates

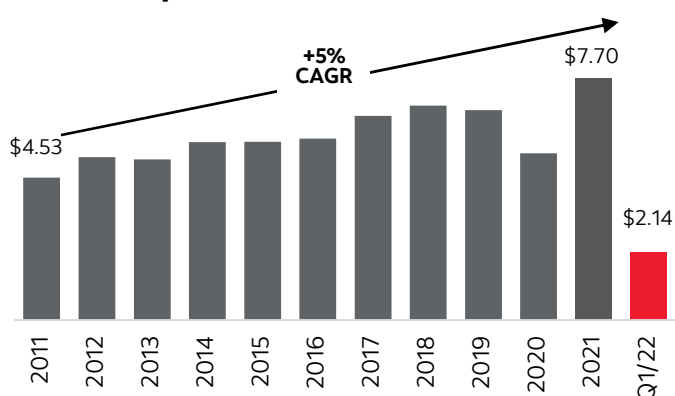
Record Date	Payment Date
January 4, 2022	January 27, 2022
April 5, 2022	April 27, 2022
July 5, 2022	July 27, 2022
October 4, 2022	October 27, 2022

Scotiabank[®]

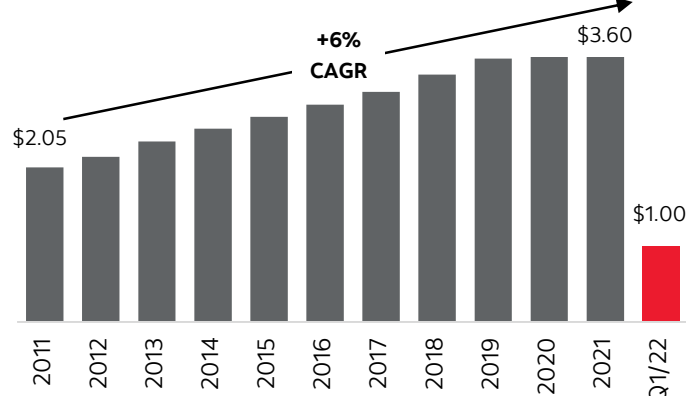
Investor Fact Sheet – Scotiabank

Q1 2022

Reported Diluted EPS Growth¹⁰



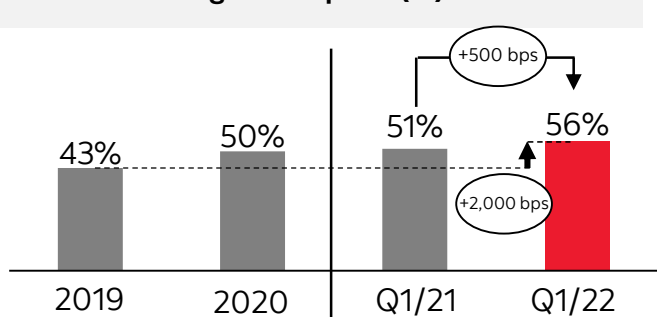
Annual Dividend Growth



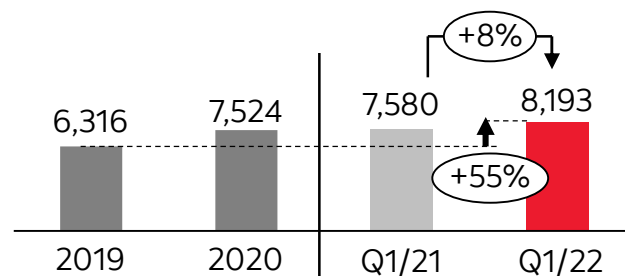
Technology and Digital Banking

- Technology includes our efforts in digital, core technology infrastructure and data and analytics. Our 2022 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.

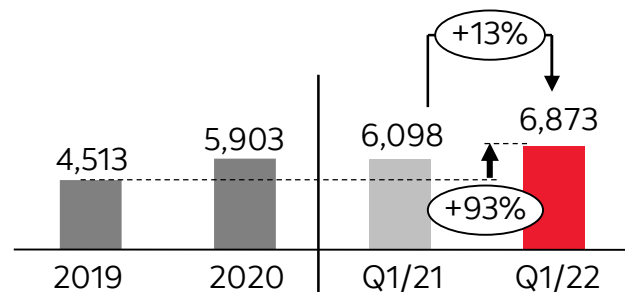
Digital Adoption (%)¹¹



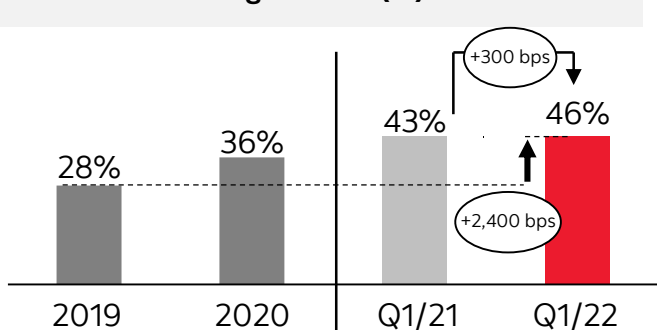
Active Digital Users (#'000)



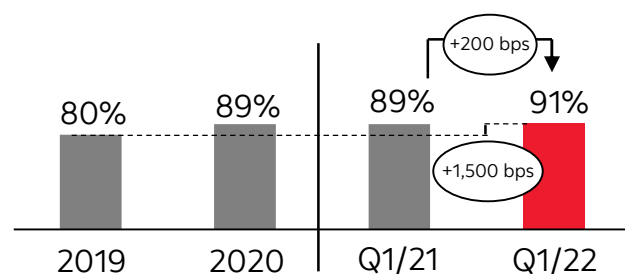
Active Mobile Users (#'000)¹²



Digital Sales (%)



Self-Serve Transactions (%)



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

Q1 2022

Canadian Banking

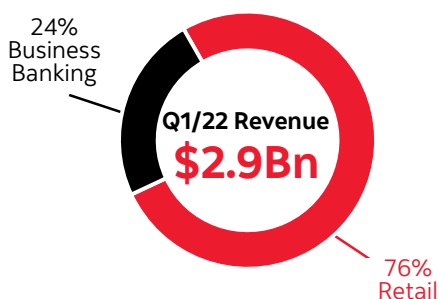
Our Business

Canadian Banking provides a full suite of financial advice and banking solutions, supported by an excellent customer experience, to over 10 million Retail, Small Business and Commercial Banking customers. It serves these customers through its network of 954 branches and 3,746 automated banking machines (ABMs), as well as online, mobile and telephone banking, and specialized sales teams. Canadian Banking also provides an alternative self directed banking solution to over 2 million Tangerine Bank customers.

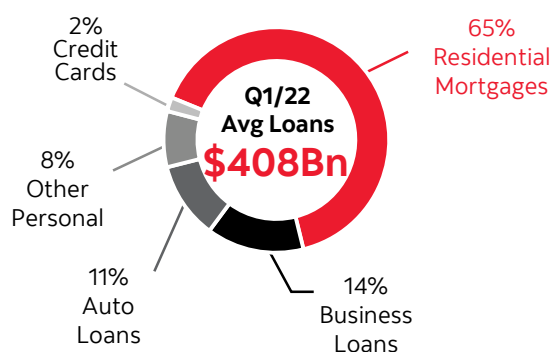
Medium-term Financial Objectives

	Target ¹³
Net Income Growth ⁷	5%+
Productivity Ratio ⁷	<44%
Operating Leverage ⁷	Positive

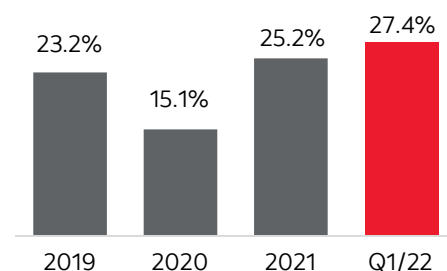
Business Mix



Average Loan Mix



Reported Return on Equity



International Banking

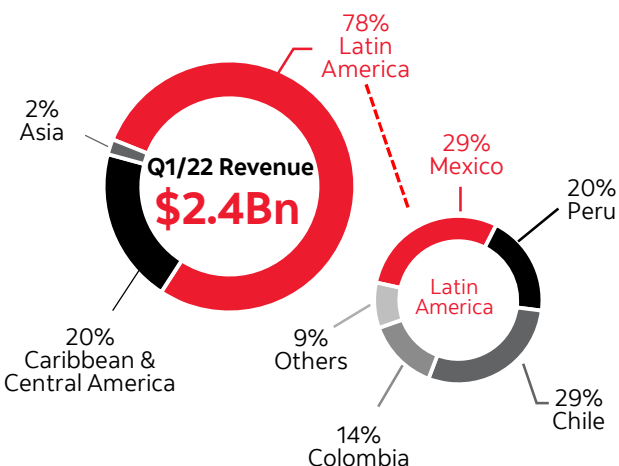
Our Business

The International Banking division has a strong and diverse franchise with more than 10 million Retail, Corporate, and Commercial customers. International Banking continues to offer significant potential for the Bank, with a geographical footprint encompassing the Pacific Alliance countries of Mexico, Colombia, Peru and Chile as well as Central America and the Caribbean.

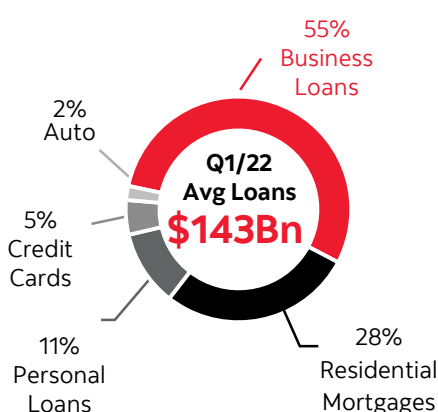
Medium-term Financial Objectives

	Target ¹³
Net Income Growth ⁷	9%+
Productivity Ratio ⁷	<50%
Operating Leverage ⁷	Positive

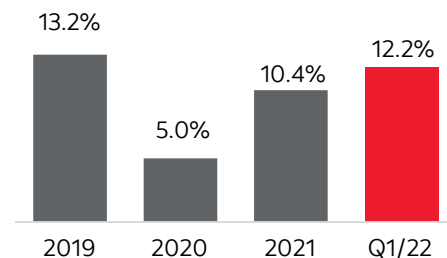
Geographic Revenue¹⁵



Average Loan Mix¹⁵



Reported Return on Equity



Investor Fact Sheet – Business Lines

Q1 2022

Global Wealth Management

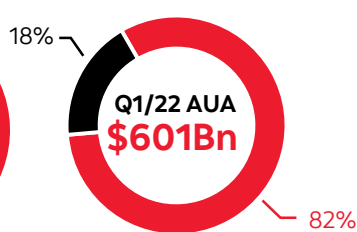
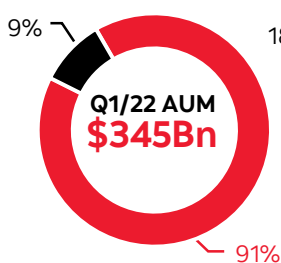
Our Business

Global Wealth Management is focused on delivering comprehensive wealth management advice and solutions to clients across Scotiabank's footprint. Global Wealth Management serves over 2 million investment fund and advisory clients across 13 countries – administering over \$600 billion in assets.

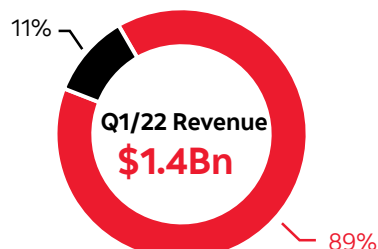
Medium-term Financial Objectives

	Target ¹³
Net Income Growth ⁷	8%+
Productivity Ratio ⁷	<65%
Operating Leverage ⁷	Positive

AUM/AUA¹⁴

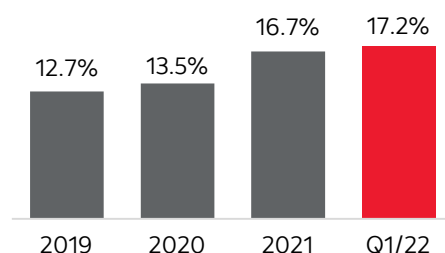


Geographic Revenue



■ International ■ Canada

Reported Return on Equity

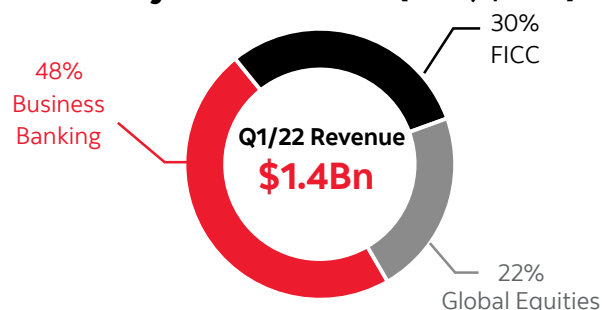


Global Banking and Markets

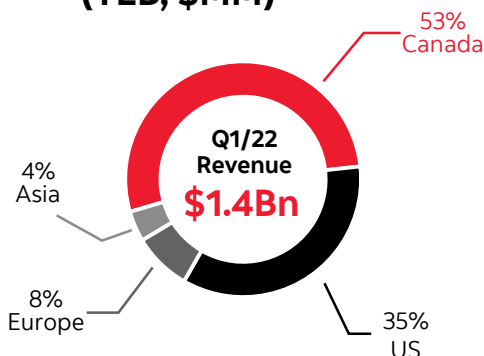
Our Business

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.

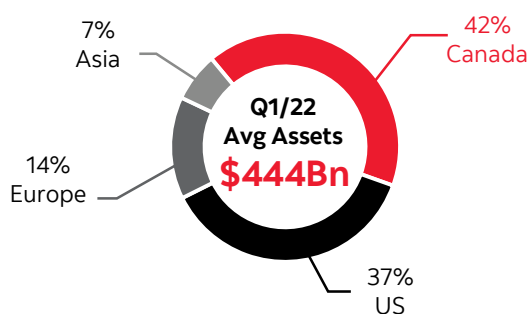
Revenue by Business Line (TEB, \$MM)¹⁶



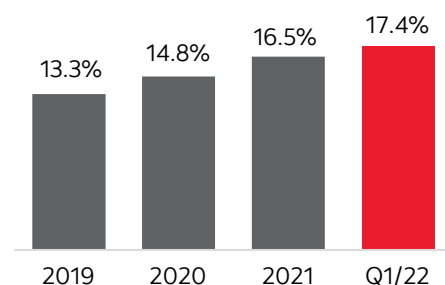
Geographic Revenue (TEB, \$MM)¹⁶



Assets by Geography¹⁶



Reported Return on Equity



Investor Fact Sheet – Pacific Alliance

Q1 2022

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 ¹⁹ Average	G7 Average
Population ¹⁸	~232MM	~38MM	~3,659MM	~770MM
Proj. Population Growth ²⁰	0.7%	0.8%	0.6%	0.2%
Median Age ²¹	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 other EM¹⁹ 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 (2025)	Four-Year (2022)

Financial Stability

	Mexico	Peru	Chile	Colombia
Sovereign Credit Rating	Moody's: Baa1 S&P: BBB Fitch: BBB-	Moody's: Baa1 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 ¹⁸	PACs Average	Other EM ¹⁹ Average	G7 Average
Debt/GDP	50%	75%	133%
Fiscal Deficit /GDP	-6.1%	-6.6%	-10.3%

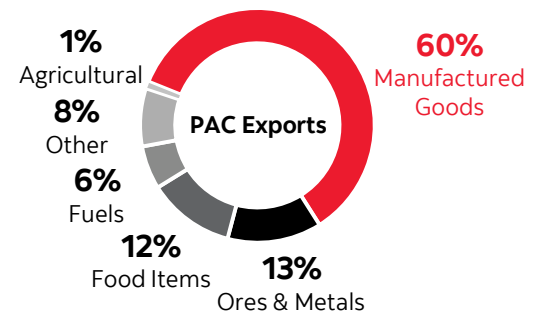
Economy

PAC GDP & Income Level

	PACs Total	Canada	PACs vs. Canada
Proj. GDP Growth ¹⁷	3.0%	2.4%	1.2x
GDP World Rank ¹⁷	6th	16th	6th vs.16th

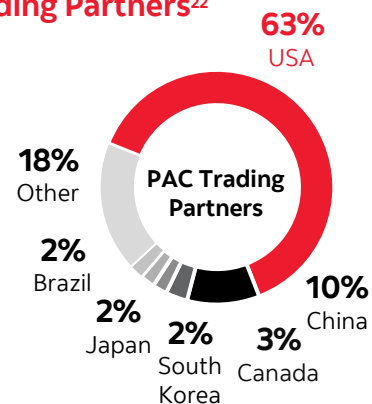
- The World Bank¹⁸ categorizes countries' Income Group into 4 levels: Low Income, Lower Middle Income, Upper Middle Income and High Income
- Chile is rated as High Income (same as Canada) and Mexico, Peru and Colombia as Upper Middle Income

PAC Exports²²



- Manufacturing is the largest source of exports for the PAC's 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 5th largest exporter of wine in the world, ranking ahead of both the U.S. and New Zealand

PAC Trading Partners²²









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

Investor Fact Sheet – Pacific Alliance

Q1 2022





Business Environment

Country	HDI Score Rank ²³ Category (Rank)	Banking Penetration ¹⁸ (% of ages 15+)	Foreign Direct Investment ¹⁸ / % of GDP ¹⁸
	High (74)	37%	\$37.7B / 2.9%
	High (79)	43%	\$6.2B / 1.5%
	Very High (43)	74%	\$7.8B / 3.4%
	High (83)	46%	\$11.3B / 2.7%
	Very High (16)	100%	\$42.6B / 1.6%
	Very High (17)	93%	\$214.3B / 1.0%

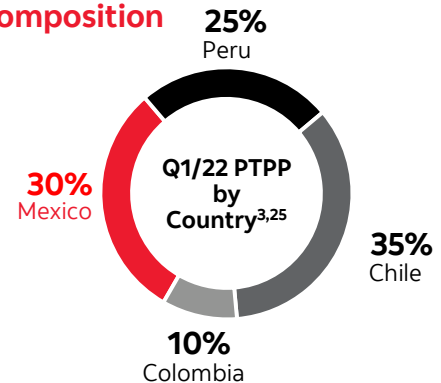
- The Human Development Index (HDI) ranks 189 countries with regards to the average achievement in key dimensions of human development: a long and healthy life, being knowledgeable and have a decent standard of living. The countries are categorized into 4 levels²³: Low, Medium, High, Very High
- Banking penetration levels indicated by account ownership at a financial institution or with a mobile-money-service provider (% of population ages 15+)

Scotiabank in the PAC

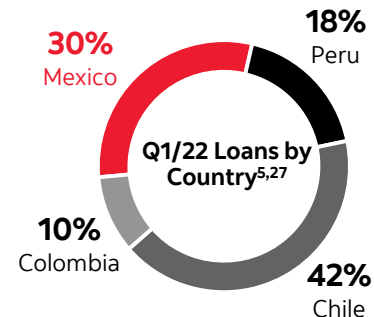
Key Financial Highlights

					Total/ Average
Scotiabank Market Share²⁴	14%	8%	16%	5%	11%
Market Share Ranking²⁴	3 rd	5 th	3 rd	6 th	n.a.
Average Total Loans⁴(C\$Bn)	\$46.1	\$32.7	\$19.8	\$11.4	\$110.0
Revenue²⁵(C\$Bn)	\$0.5	\$0.5	\$0.4	\$0.3	\$1.7
Net Income after NCI (C\$MM)²⁵	\$177	\$162	\$110	\$14	\$463
ROE²⁵	13.1%	20.2%	16.4%	4.1%	14.6%
# of Employees^{5,6}	7,654	9,528	8,743	5,795	31,720

PTPP Composition



Average Total Loans



¹ Excludes Other segment

² Reported net income attributable to equity holders of the Bank

³ Pre-Tax, Pre-Provision Profit defined as revenues less expenses

⁴ For the 3 months ended, January 31, 2022

⁵ As at January 31, 2022

⁶ Employees are reported on a full-time equivalent basis

⁷ Refer to non-GAAP measures on page 4 of the Management's Discussion & Analysis in the Bank's First Quarter 2022 Report to Shareholders, available on <http://www.sedar.com>

⁸ This measure has been disclosed in this document in accordance with OSFI Guideline - Capital Adequacy Requirements (November 2018).

⁹ The compound annual return for a common share, which includes share price appreciation and reinvested dividends as at January 31, 2022. Source: Thomson Reuters

¹⁰ Excludes notable items for years prior to 2016

¹¹ CB Digital Adoption definition updated to reflect new addressable customer base, excluding indirect-channel acquisitions

¹² 2019 uses historical estimation based on available mobile user data for Colombia and Chile

¹³ 3-5 year target from 2020 Investor Day

¹⁴ Refer to page 48 of the Management's Discussion & Analysis in the Bank's First Quarter 2022 Report to Shareholders, available on <http://www.sedar.com>, for an explanation of the composition of the measure. Such explanation is incorporated by reference hereto

¹⁵ May not add due to rounding

¹⁶ GBM LatAm revenue contribution and assets are reported in International Banking results

¹⁷ GDP growth: IMF, average of 2022-2026 projected growth rate (as of October 2021); GDP Rank: IMF October 2021

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

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

²⁰ Population growth: Population Estimates and Projections, World Bank Group, 2022-2026 average projected growth rate

²¹ Median Age: The World Factbook, CIA 2022

²² Exports: Scotiabank Economics, United Nations Conference on Trade and Development (UNCTAD) 2020; Trading Partners: Scotiabank Economics, IMF October, 2021.

²³ Source: United Nations Development Programme (UNDP) 2020

²⁴ Ranking based on publicly traded banks by total loans market share, as of December 2021; except Colombia as of November, 2021

²⁵ For 3 months ended January 31, 2022

²⁶ For the 3 months ended January 31, 2022, not adjusted for currency

²⁷ Figures exclude wealth

Contact Information

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