

# Investor Fact Sheet – Scotiabank

Q3 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

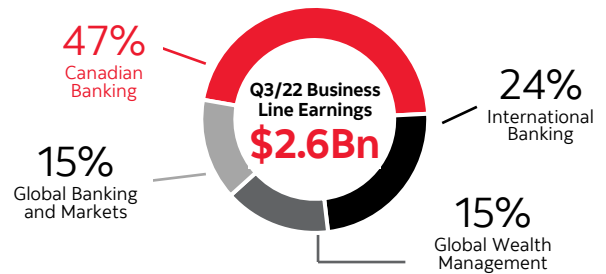
<http://www.scotiabank.com>

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## Reasons to Invest in Scotiabank

- **Leading bank in the Americas**
  - Top 3 bank in Canada, Chile, and Peru. Top 5 bank in Mexico and top 6 bank in Colombia
  - ~93% 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
  - 234 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
  - \$5.3 billion in total allowance for credit losses as of Q3/22
- **Acceleration in Digital Banking**
  - Increased Digital Adoption to 58% in Q3/22 (up 400 bps Y/Y)
  - Launched Scotia TranXact, a new digital payments platform to provide business banking clients with real-time payment services and cash management APIs in August
  - Won “Best Use of Technology for Customer Experience – Overall” by *The Digital Banker's* Global Digital CX Banking Awards 2022
  - Named “Best Digital Bank – Mexico” by *The Digital Banker's* Global Retail Banking Innovation Awards 2021

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



## Other Financial Information

Reported Pre-Tax, Pre-Provision Profit <sup>3,4</sup>	\$3,608 million
Total Assets <sup>5</sup>	\$1,292.1 billion
Net Loans and Acceptances <sup>5</sup>	\$733.2 billion
Deposits <sup>5</sup>	\$879.6 billion
Employees <sup>5,6</sup>	90,978
Branches and Offices <sup>5</sup>	2,392
ABMs <sup>5</sup>	8,619

## Medium-Term Financial Objectives

		Q3 2022 (Reported)	2022 YTD (Reported)
EPS Growth <sup>7</sup>	7%+	+5.0%	+11.5%
Return on Equity <sup>7</sup>	14%+	15.3%	15.8%
Operating Leverage <sup>7</sup>	Positive	-1.8%	-0.9%
Capital Level <sup>8</sup>	Strong Levels	11.4%	11.4%

## Senior Debt Credit Ratings<sup>5</sup>

Agency	Legacy Senior Debt*	Bail-in-able Debt**	Outlook
DBRS	AA	AA (low)	Stable
Fitch	AA	AA-	Stable
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.

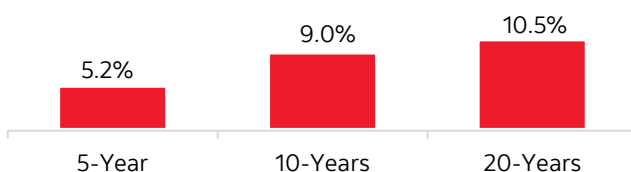
\*\*Subject to conversion under the bank recapitalization "bail-in" regime.

## Shareholder Information

### Share Price (TSX): November 1/21 – July 31/22

High	\$95.00	Closing Price	\$78.01
Low	\$71.21	52 week high	\$95.00
Market Capitalization <sup>5</sup>	\$93 billion	Period End Common Shares <sup>5</sup>	1,193 million

### Total Shareholder Return<sup>9</sup>



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### Upcoming Events

November 29, 2022	Q4 2022 Results
February 28, 2023	Q1 2023 Results
May 24, 2023	Q2 2023 Results
August 29, 2023	Q3 2023 Results

### Dividend Dates

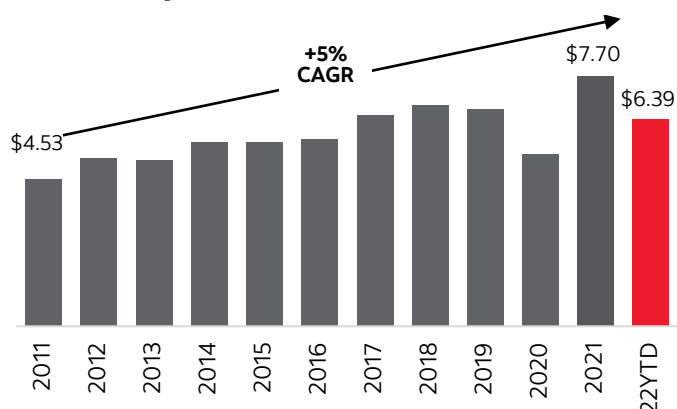
Record Date	Payment Date
January 4, 2022	January 27, 2022
April 5, 2022	April 27, 2022
July 5, 2022	July 27, 2022
October 4, 2022	October 27, 2022

**Scotiabank**<sup>®</sup>

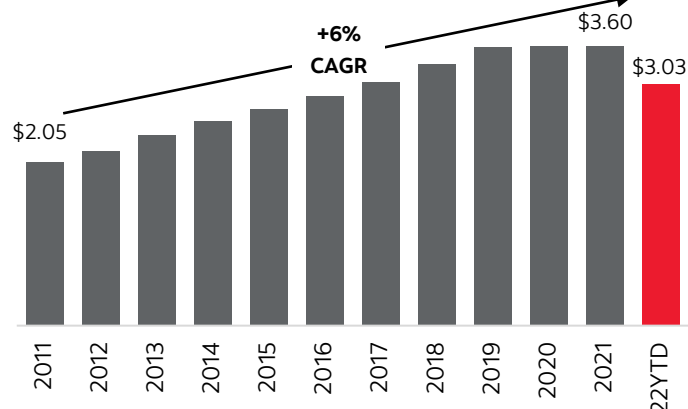
# Investor Fact Sheet – Scotiabank

Q3 2022

Reported Diluted EPS Growth<sup>10</sup>



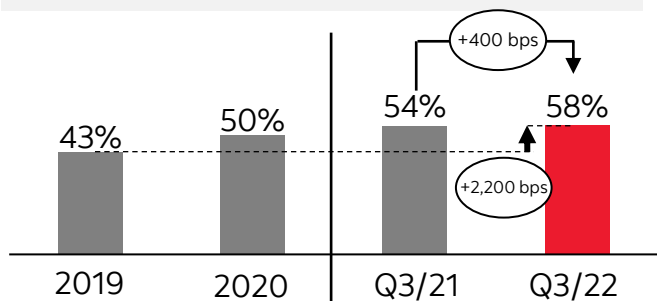
Annual Dividend Paid Growth



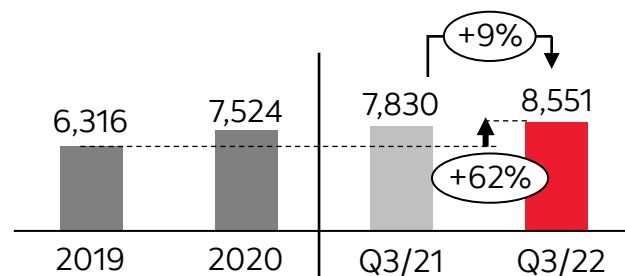
## Technology and Digital Banking

- 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 Canada, Mexico, Peru, Chile and Colombia. All five countries continue to make good progress against our digital targets.

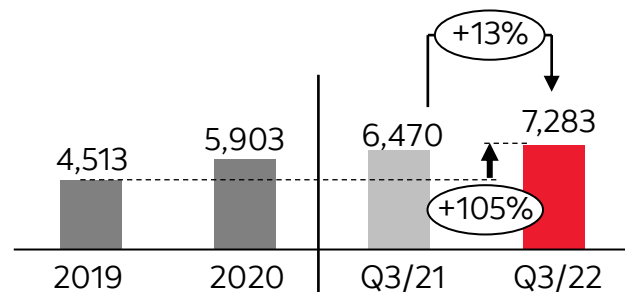
Digital Adoption (%)<sup>11</sup>



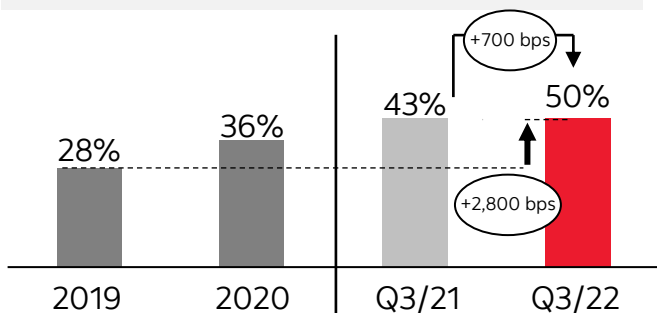
Active Digital Users (#'000)



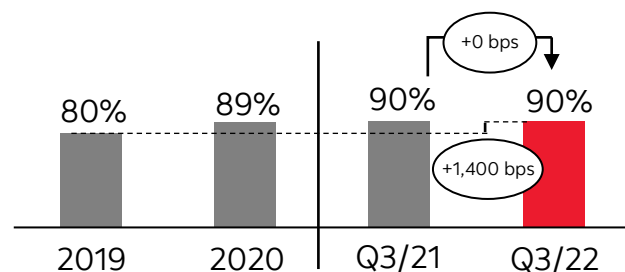
Active Mobile Users (#'000)<sup>12</sup>



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

Q3 2022

## Canadian Banking

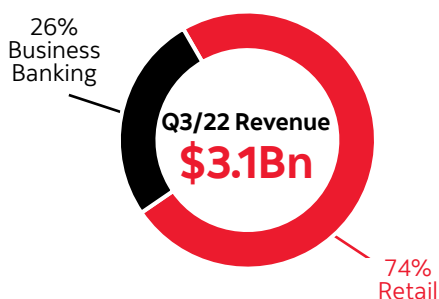
### Our Business

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 947 branches and 3,734 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.

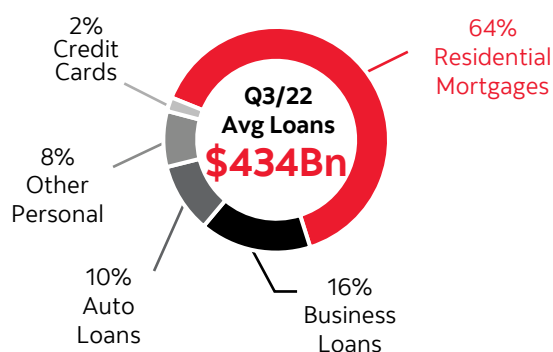
### Medium-term Financial Objectives

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

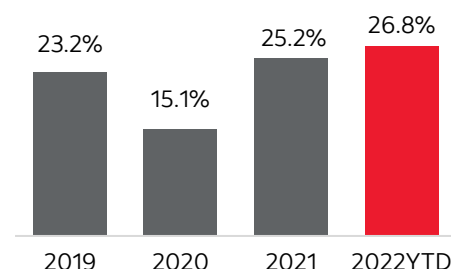
### Business Mix



### Average Loan Mix



### Reported Return on Equity



## International Banking

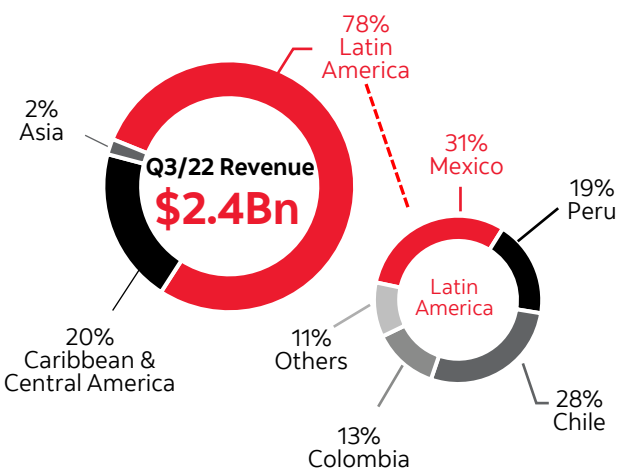
### Our Business

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.

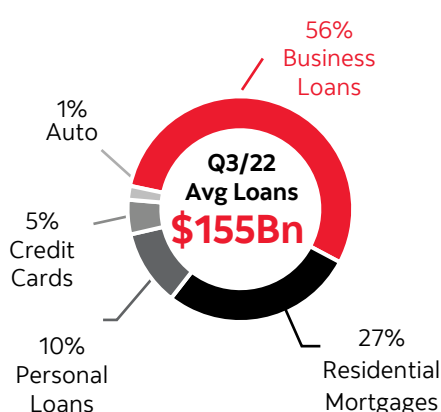
### Medium-term Financial Objectives

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

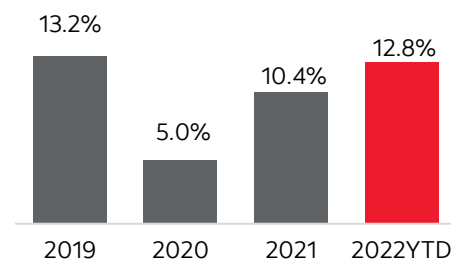
### Geographic Revenue<sup>15</sup>



### Average Loan Mix<sup>15</sup>



### Reported Return on Equity



# Investor Fact Sheet – Business Lines

Q3 2022

## Global Wealth Management

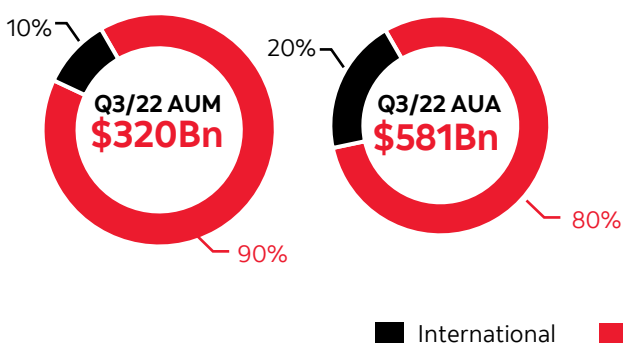
### Our Business

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 14 countries – administering approximately \$600 billion in assets.

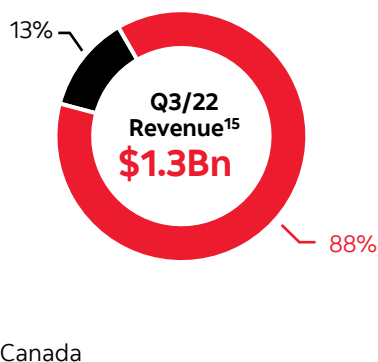
### Medium-term Financial Objectives

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

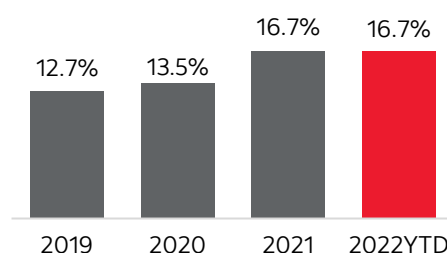
### AUM/AUA<sup>14</sup>



### Geographic Revenue



### Reported Return on Equity

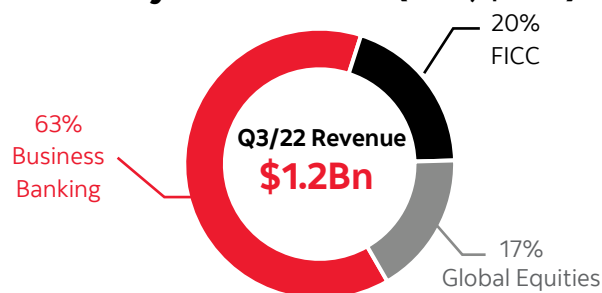


## Global Banking and Markets

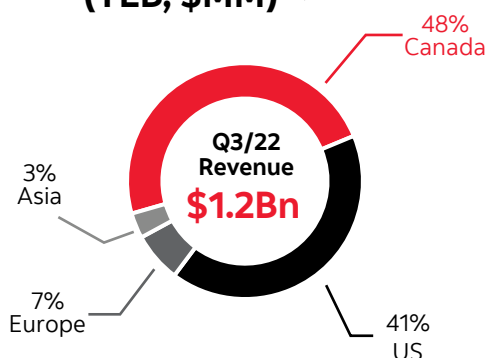
### Our Business

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.

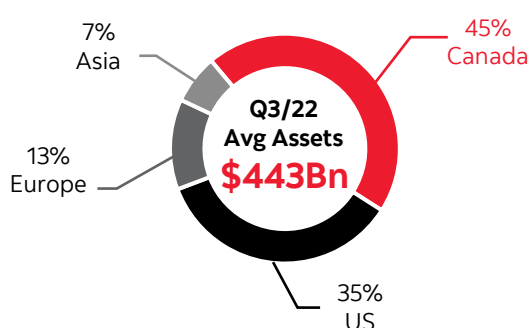
### Revenue by Business Line (TEB, \$MM)<sup>16</sup>



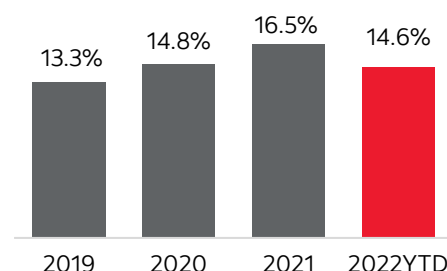
### Geographic Revenue (TEB, \$MM)<sup>15,16</sup>



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



### Reported Return on Equity



# Investor Fact Sheet – Pacific Alliance

Q3 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 <sup>19</sup> Total	G7 Total
Population <sup>18</sup>	~234MM	~38MM	~3,679MM	~773MM
Proj. Population Growth <sup>20</sup>	0.7%	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 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	Gabriel Boric	Gustavo Petro
Election Cycle (Next)	Six-Year (2024)	Five-Year (2026)	Four-Year (2025)	Four-Year (2026)

## Financial Stability

	Mexico	Peru	Chile	Colombia
Sovereign Credit Rating	Moody's: Baa2 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 <sup>18</sup>	PACs Average	Other EM Average <sup>19</sup>	G7 Average
Debt/GDP	48%	74%	130%
Fiscal Deficit /GDP	-3.9%	-3.2%	-5.1%

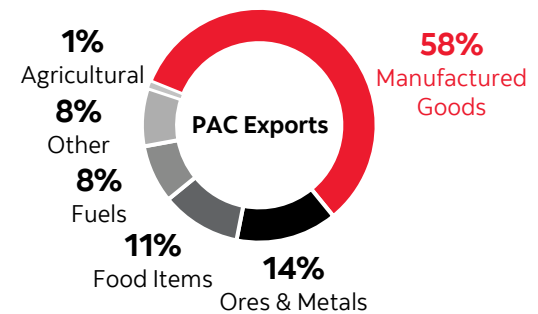
## Economy

### PAC GDP & Income Level

	PACs Total	Canada	PACs vs. Canada
Proj. GDP Growth <sup>17</sup>	2.7%	2.3%	1.1x
GDP Growth World Rank <sup>17</sup>	6th	16th	6th vs.16th

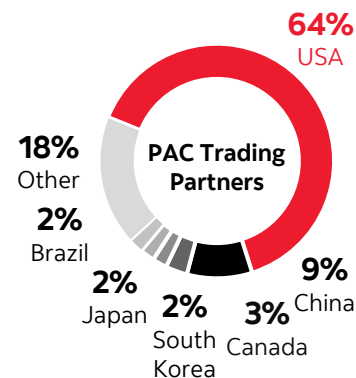
- The World Bank<sup>18</sup> categorizes countries' Income Group into 4 levels: Low Income, Lower Middle Income, Upper Middle Income and High Income
- Chile is rated as High Income (same as Canada) and Mexico, Peru and Colombia as Upper Middle Income

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



- Manufacturing is the largest source of exports for the PAC's at 58%. Metals and Fuels represent 20%
- 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 PAC's largest trading partners, representing 73% of all PAC exports

# Investor Fact Sheet – Pacific Alliance

Q3 2022





## Business Environment

Country	HDI Score Rank <sup>23</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%	\$31.2B / 2.9%
	High (79)	58%	\$7.3B / 0.4%
	Very High (43)	87%	\$8.5B / 3.4%
	High (83)	60%	\$7.5B / 2.8%
	Very High (16)	100%	\$26.6B / 1.6%
	Very High (17)	95%	\$211.3B / 1.0%

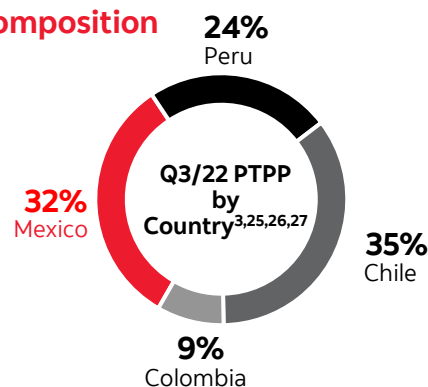
- The Human Development Index (HDI) ranks 189 countries with regards to the average achievement in key dimensions of human development: a long and healthy life, being knowledgeable and have a decent standard of living. The countries are categorized into 4 levels<sup>23</sup>: Low, Medium, High, Very High
- Banking penetration levels indicated by account ownership at a financial institution or with a mobile-money-service provider (% of population ages 15+)

## Scotiabank in the PAC

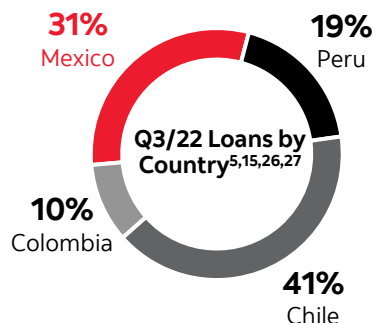
### Key Financial Highlights

					Total/ Average
<b>Scotiabank Market Share<sup>24</sup></b>	15%	8%	17%	5%	11%
<b>Market Share Ranking<sup>24</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>4,27</sup>(C\$Bn)</b>	\$48.0	\$36.0	\$22.2	\$12.1	\$118.4
<b>Revenue<sup>25,27</sup>(C\$Bn)</b>	\$0.5	\$0.6	\$0.3	\$0.2	\$1.7
<b>Net Income after NCI (C\$MM)<sup>25,27</sup></b>	\$232	\$188	\$85	\$3	\$509
<b>ROE<sup>25</sup></b>	15.5%	21.4%	12.1%	1.0%	14.9%
<b># of Employees<sup>5,6</sup></b>	7,537	9,071	8,906	5,798	31,312

### PTPP Composition



### Average Total Loans



<sup>1</sup> Excludes Other segment

<sup>2</sup> Reported net income attributable to equity holders of the Bank

<sup>3</sup> Pre-Tax, Pre-Provision Profit defined as revenues less expenses

<sup>4</sup> For the 3 months ended, July 31, 2022

<sup>5</sup> As at July 31, 2022

<sup>6</sup> Employees are reported on a full-time equivalent basis

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

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

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

<sup>10</sup> Excludes notable items for years prior to 2016

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

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

<sup>13</sup> 3-5 year target from 2020 Investor Day

<sup>14</sup> Refer to page 51 of the Management's Discussion & Analysis in the Bank's Third 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

<sup>15</sup> May not add due to rounding

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

<sup>17</sup> GDP growth: IMF, average of 2022-2026 projected growth rate (as of August 2022); GDP Rank: IMF April 2022

<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, 2022-2026 average projected growth rate

<sup>21</sup> Median Age: The World Factbook, CIA 2022

<sup>22</sup> Exports: Scotiabank Economics, United Nations Conference on Trade and Development (UNCTAD) 2021;

Trading Partners: Scotiabank Economics, IMF April 2022

<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 2022; except Colombia as of April 2022

<sup>25</sup> For 3 months ended July 31, 2022, not adjusted for currency

<sup>26</sup> Figures are on a constant dollar basis

<sup>27</sup> Figures exclude wealth

## Contact Information

### Investor Relations

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