

# Investor Fact Sheet – Scotiabank

Q4 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>

Follow us on Twitter @Scotiabank

## 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
  - ~90% of FY22 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
  - \$5.5 billion in total allowance for credit losses as of Q4/22
- **Acceleration in Digital Banking**
  - Increased Digital Adoption to 59% in Q4/22 (up 300 bps Y/Y)
  - Named “Digital Bank of the Year for Latin America and the Caribbean” by *LatinFinance’s* 2022 Banks of the Year Awards
  - 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

## Shareholder Information

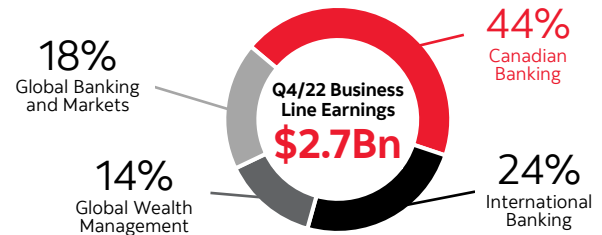
- **Share Price (TSX): November 1/21 – October 31/22**

High \$95.00 Closing Price \$65.85

Low \$63.19 52 week high \$95.00

Market Capitalization<sup>5</sup> \$78 billion Period End Common Shares<sup>5</sup> 1,191 million

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



## Other Financial Information

Pre-Tax, Pre-Provision Profit <sup>3,4</sup>	\$3,097 million (Adjusted: \$3,700 million)
Total Assets <sup>5</sup>	\$1,349 billion
Net Loans and Acceptances <sup>5</sup>	\$765 billion
Deposits <sup>5</sup>	\$916 billion
Employees <sup>5,6</sup>	90,979
Branches and Offices <sup>5</sup>	2,384
ABMs <sup>5</sup>	8,610

## Medium-Term Financial Objectives

		Q4 2022		FY22	
		(Reported)	(Adjusted)	Reported	Adjusted
EPS Growth <sup>7</sup>	7%+	(17.3%)	(1.9%)	+4.2%	+8.0%
Return on Equity <sup>7</sup>	14%+	11.9%	15.0%	14.8%	15.6%
Operating Leverage <sup>7</sup>	Positive	(6.8%)	(1.7%)	(2.4%)	(1.1%)
Capital Level <sup>8</sup>	Strong Levels	11.5%			

## 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.

- **Upcoming Events**

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

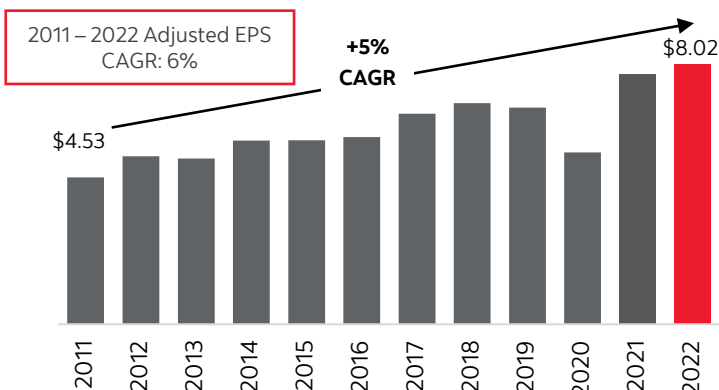
- **Dividend Dates**

Record Date	Payment Date
January 4, 2023	January 27, 2023
April 4, 2023	April 26, 2023
July 5, 2023	July 27, 2023
October 3, 2023	October 27, 2023

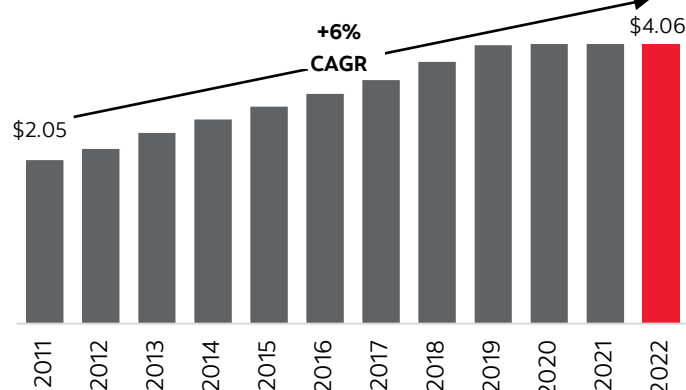
# Investor Fact Sheet – Scotiabank

Q4 2022

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



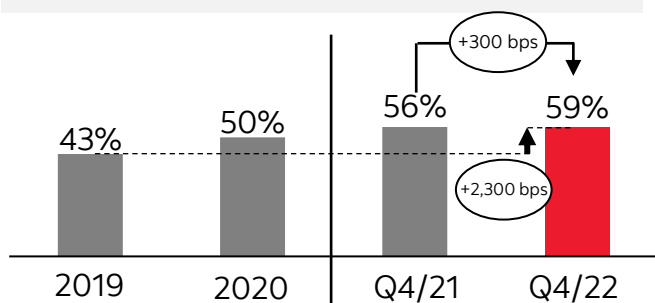
## Annual Dividend Paid Growth



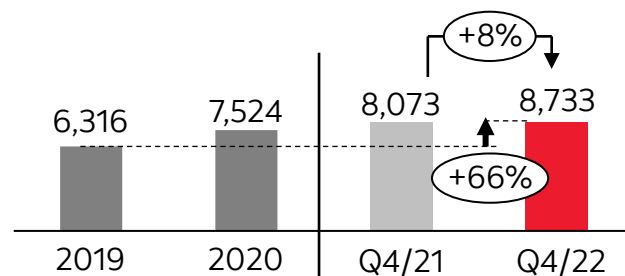
## Technology and Digital Banking

- 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.

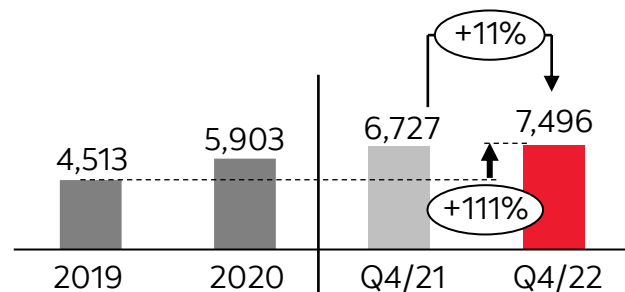
### Digital Adoption (%)<sup>11</sup>



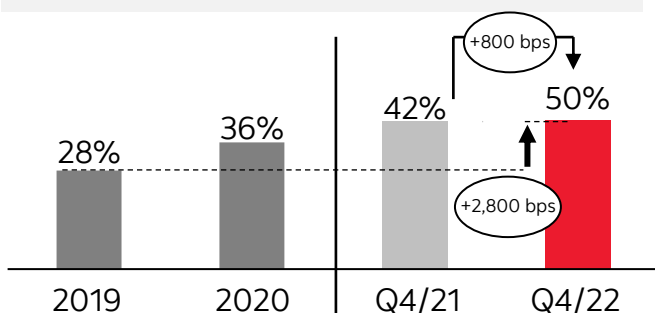
### Active Digital Users (#'000)



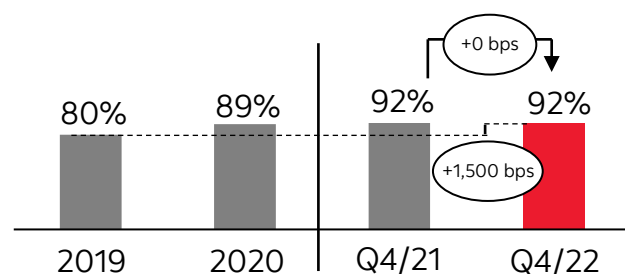
### Active Mobile Users (#'000)<sup>12</sup>



### 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

Q4 2022

## Canadian Banking

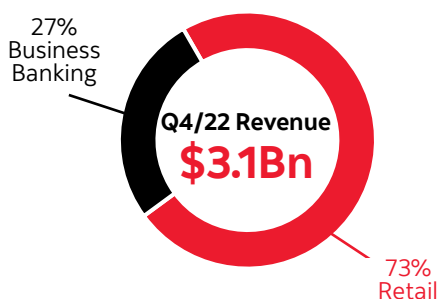
### Our Business

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 941 branches and 3,725 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.

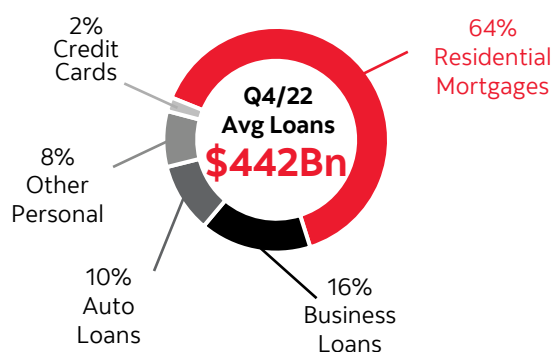
### Medium-term Financial Objectives

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

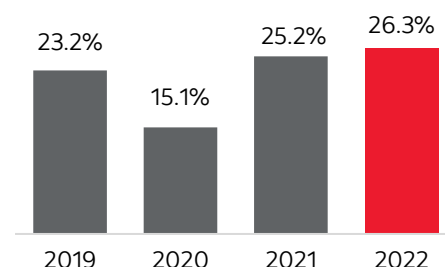
### Business Mix



### Average Loan Mix



### Reported Return on Equity



## International Banking

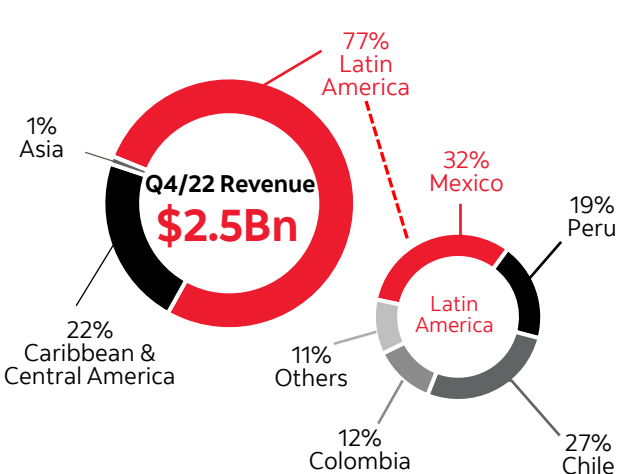
### Our Business

International Banking is a strong and diverse franchise with over 11 million Retail, Corporate, and Commercial customers. The geographical footprint encompasses the Pacific Alliance countries of Mexico, Chile, Peru, and Colombia, as well as Central America, the Caribbean, and Uruguay. The Bank is well positioned in the Pacific Alliance, providing the connectivity to do business across the Americas through Corporate Banking and Digital leadership.

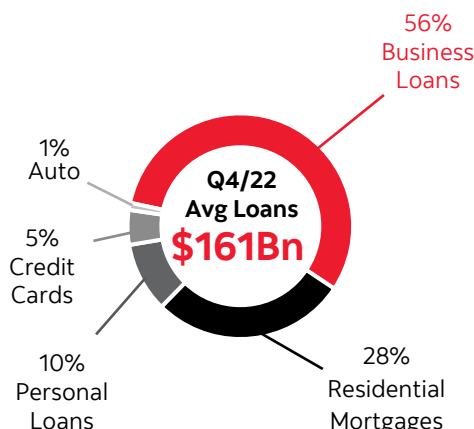
### Medium-term Financial Objectives

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

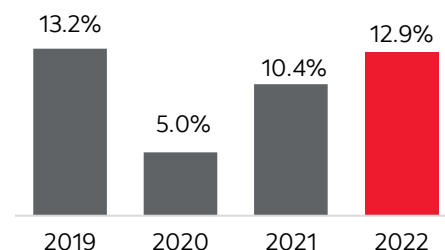
### Geographic Revenue<sup>15</sup>



### Average Loan Mix



### Reported Return on Equity



# Investor Fact Sheet – Business Lines

Q4 2022

## Global Wealth Management

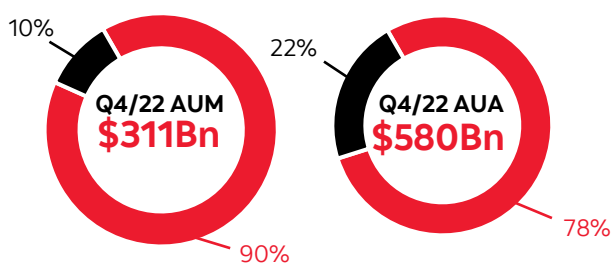
### Our Business

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 approximately \$500 billion in assets.

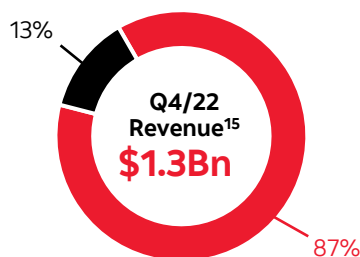
### Medium-term Financial Objectives

	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>

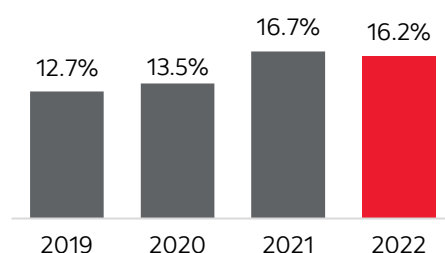


### Geographic Revenue



■ International ■ Canada

### Reported Return on Equity



## Global Banking and Markets

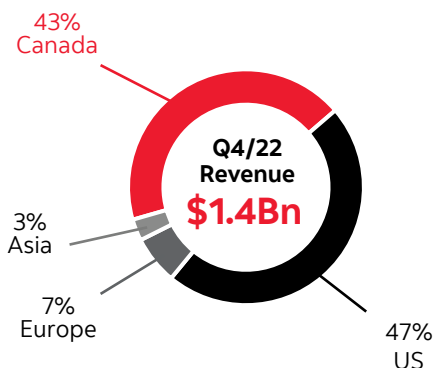
### Our Business

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.

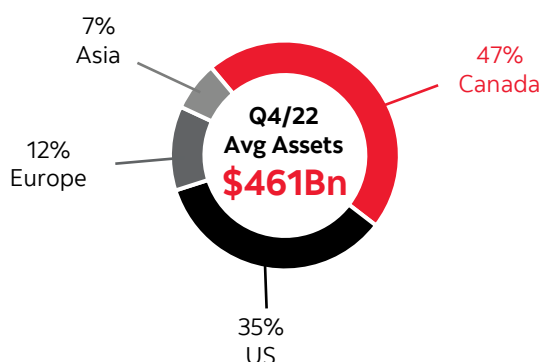
### Medium-term Financial Objectives

	Target <sup>13</sup>
Net Income Growth <sup>7</sup>	5%+
Productivity Ratio <sup>7</sup>	<50%
Operating Leverage <sup>7</sup>	Positive

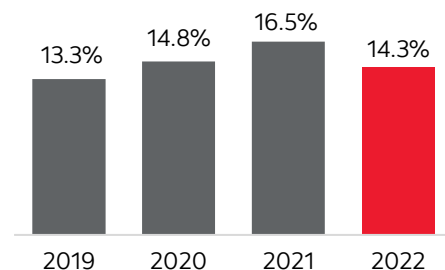
### Geographic Revenue<sup>15,16</sup>



### Assets by Geography<sup>15,16</sup>



### Reported Return on Equity



# Investor Fact Sheet – Pacific Alliance

Q4 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, 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: A2 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	47%	71%	129%
Fiscal Deficit /GDP	-4.1%	-2.9%	-4.6%

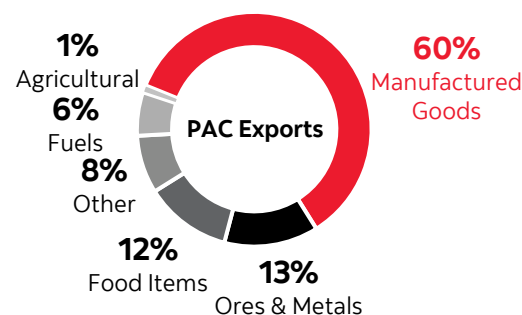
## Economy

### PAC GDP & Income Level

	PACs Total	Canada	PACs vs. Canada
Proj. GDP Growth <sup>17</sup>	2.5%	2.1%	1.2x
GDP Growth World Rank <sup>17</sup>	6th	16th	6th vs.16th

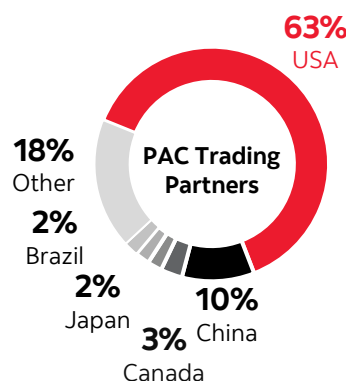
- The World Bank<sup>18</sup> categorizes countries' Income Group into 4 levels: Low Income, Lower Middle Income, Upper Middle Income and High Income
- Chile is rated as High Income (same as Canada) and Mexico, Peru and Colombia as Upper Middle Income

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



- Manufacturing is the largest source of exports for the PAC's at 60%. Metals and Fuels represent 19%
- Highlights:** Mexico is the second largest exporter of television equipment and computers, after China, accounting for roughly a fifth of all global exports in the case of the former and 10% in the latter. 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

Q4 2022





## Business Environment

Country	HDI Score Rank <sup>23</sup> Category (Rank)	Foreign Direct Investment <sup>18</sup> / % of GDP <sup>18</sup>
	High (86)	\$31.4B / 2.9%
	High (84)	\$0.7B / 0.4%
	Very High (42)	\$8.5B / 3.4%
	High (88)	\$7.5B / 2.8%
	Very High (15)	\$26.6B / 1.6%
	Very High (21)	\$148.9B / 0.7%

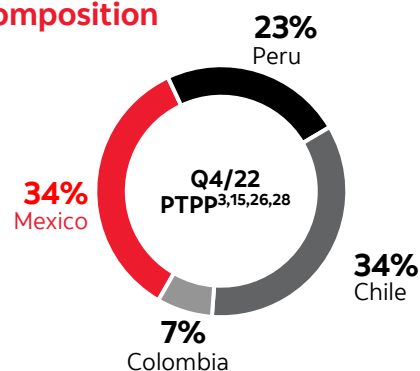
- The Human Development Index (HDI) ranks 191 countries with regards to the average achievement in key dimensions of human development: a long and healthy life, being knowledgeable and have a decent standard of living. The countries are categorized into 4 levels<sup>23</sup>: Low, Medium, High, Very High

## Scotiabank in the PAC

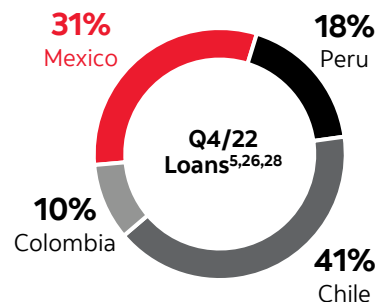
### Key Financial Highlights

					Total/ Average
<b>Scotiabank Market Share<sup>24</sup></b>	15%	8%	16%	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>25,26</sup> (C\$Bn)</b>	\$48.1	\$35.1	\$21.5	\$11.8	\$116.5
<b>Revenue<sup>25,26</sup> (C\$Bn)</b>	\$2.1	\$2.3	\$1.4	\$1.0	\$6.8
<b>Net Income after NCI (C\$MM)<sup>25,26</sup></b>	\$843	\$746	\$383	\$44	\$2,028
<b>ROE<sup>14</sup></b>	14.4%	22.0%	13.8%	3.3%	15.2%
<b># of Employees<sup>5,6</sup></b>	7,398	8,969	8,882	5,675	30,924

### PTPP Composition



### 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, October 31, 2022

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

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

<sup>7</sup> Refer to non-GAAP measures on page 17 of the Management's Discussion & Analysis in the Bank's 2022 Annual Report, 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 October 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 133 of the Management's Discussion & Analysis in the Bank's 2022 Annual Report 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 October 2022); GDP Rank: IMF October 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 July 2022

<sup>23</sup> Source: United Nations Development Programme (UNDP) 2021/2022

<sup>24</sup> Ranking based on publicly traded banks by total loans market share, as of July 2022 in Colombia, August 2022 in Mexico, and September 2022 in Peru and Chile

<sup>25</sup> For 12 months ended October 31, 2022

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

<sup>27</sup> Pacific Alliance Total includes Other PAC

<sup>28</sup> Figures exclude wealth

## Contact Information

### Investor Relations

John McCartney | Sophia Saeed | Mark Michalski | Rene Lo  
 416-863-7579 | 416-933-8869 | 416-866-6905 | 416-866-6124  
[investor.relations@scotiabank.com](mailto:investor.relations@scotiabank.com)

### Transfer Agent

Computershare Trust Co. of Canada  
 T: 1-877-982-8767 | F: 1-888-453-0330  
[service@computershare.com](mailto:service@computershare.com)

[www.scotiabank.com](http://www.scotiabank.com) | Investor Relations

**Scotiabank**<sup>®</sup>