

Investor Fact Sheet

Q1 2024

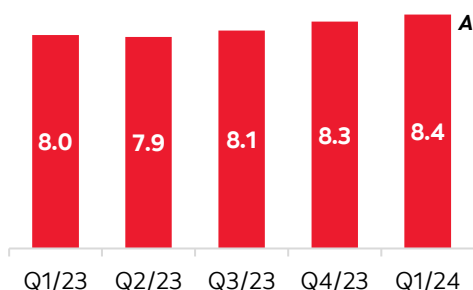
ABOUT SCOTIABANK

Scotiabank's vision is to be our clients' most trusted financial partner, to deliver sustainable, profitable growth and maximize total shareholder return. Guided by our purpose: "for every future," we help our clients, 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. With assets of approximately \$1.4 trillion (as at January 31, 2024), Scotiabank trades on the Toronto Stock Exchange (TSX: BNS) and New York Stock Exchange (NYSE: BNS). <http://www.scotiabank.com> Follow us on X @Scotiabank.

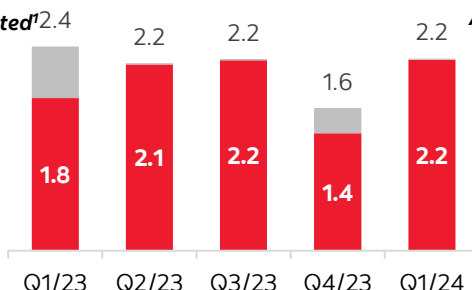
OUR STRATEGY

- Drive sustainable, profitable growth and maximize total shareholder return
- Focused on servicing our clients and driving sustainable, profitable growth through our commitment to four pillars:
 - Grow and scale in priority markets
 - Earn primary client relationships
 - Make it easy to do business with us
 - Win as one team

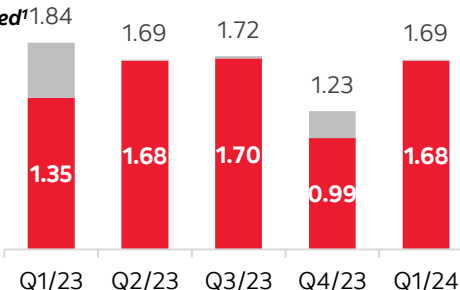
Revenue (\$Bn)



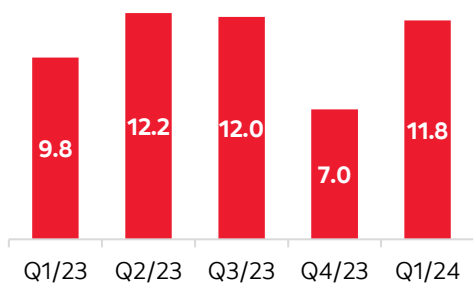
Net Income (\$Bn)



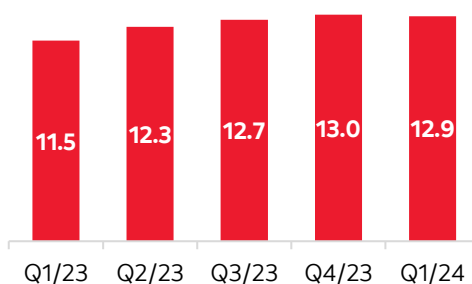
EPS (\$)



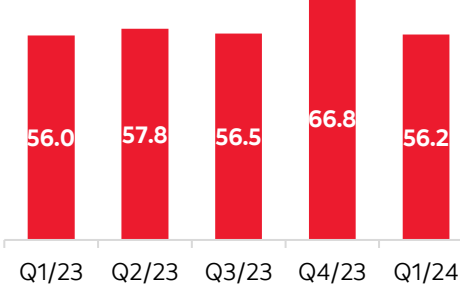
ROE (%)²



CET1 (%)³



Productivity Ratio (%)²



Q1/24 KEY METRICS

Balance Sheet (\$Bn)

Total Assets	1,393
Net Loans and Acceptances	760
Deposits	940

Capital and Liquidity

CET1 Ratio ³	12.9%
Liquidity Coverage Ratio ⁴	132%
Net Stable Funding Ratio ⁵	117%

Other Information

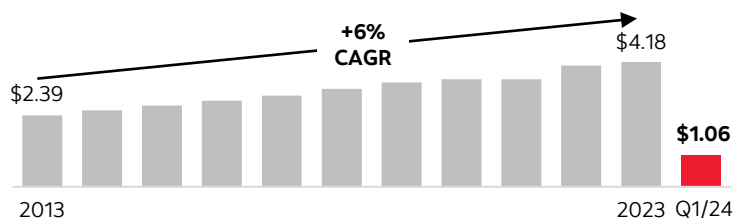
Employees ⁶	89,249
Branches and offices	2,351
ABMs	8,646

SHAREHOLDER INFORMATION

Share Price (TSX)

High (Q1/24)	\$64.59	Closing Price	\$62.87
Low (Q1/24)	\$55.83	52 Week High	\$74.41
Market Capitalization	\$77 Bn	Period End Common Shares	1.2 Bn

ANNUAL DIVIDEND PAID GROWTH



SENIOR DEBT CREDIT RATINGS

As at Jan 31, 2024	Fitch	Morningstar DBRS	Moody's	S&P
Legacy Senior Debt*	AA	AA	Aa2	A+
Bail-inable Debt**	AA-	AA (low)	A2	A-
Outlook	Stable	Stable	Stable	Stable

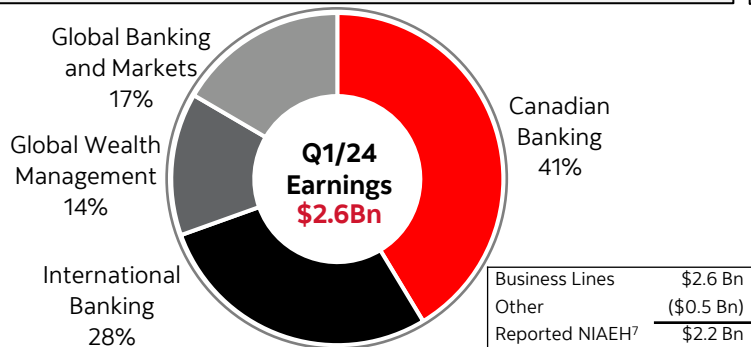
*Includes: (a) Senior debt issued prior to September 23, 2018; and (b) Senior debt issued on or after September 23, 2018 which is excluded from the bank recapitalization "bail-in" regime.

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

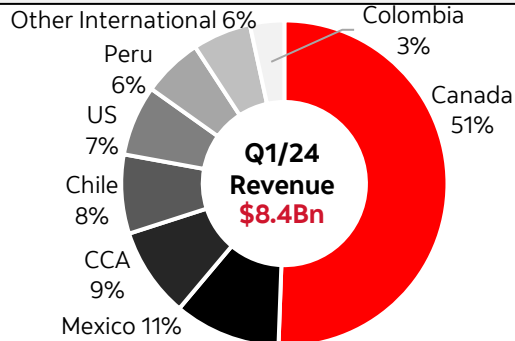
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EARNINGS BY SEGMENT (EX. OTHER)^{7, 8}



REVENUE BY GEOGRAPHY⁸



CANADIAN BANKING

- 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.
- It serves these customers through its network of 949 branches and 3,697 automated banking machines (ABMs), as well as online, mobile and telephone banking, and specialized sales teams.

INTERNATIONAL BANKING

- International banking is a diverse franchise serving over 12 million Retail, Corporate, and Commercial clients with a presence in 15+ countries.
- Well positioned with a unique geographical footprint across Canada, U.S. and Mexico providing connectivity across the North American corridor. In addition, the Bank has a strong presence in the English Caribbean, Chile, Peru, and Colombia.
- The Bank is focused on deepening relationships with priority segments and is a recognized leader in Digital.

GLOBAL WEALTH MANAGEMENT

- 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 \$650 billion in assets.

GLOBAL BANKING AND MARKETS

- Global Banking and Markets 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.

	Q1/24	Y/Y	Q/Q
Reported (\$MM)			
Revenue	\$3,387	7%	2%
Net Income ⁷	\$1,095	1%	38%
ROE ¹	21.7%	(130 bps)	500 bps
Average Balance Sheet (\$Bn)			
Total loans & acceptances	\$442	(1%)	-
Total deposits	\$358	9%	2%

	Q1/24	Y/Y	Q/Q
Reported (\$MM)			
Revenue	\$3,103	16%	12%
Net Income ⁷	\$746	16%	36%
ROE ¹	15.3%	210 bps	320 bps
Average Balance Sheet (\$Bn)			
Total loans & acceptances	\$174	2%	(1%)
Total deposits	\$131	10%	-

	Q1/24	Y/Y	Q/Q
Reported (\$MM)			
Revenue	\$1,365	3%	2%
Net Income ⁷	\$368	(4%)	13%
ROE ¹	14.3%	(120 bps)	110 bps
Period-End Balances (\$Bn)			
AUA ²	\$655	8%	7%
AUM ²	\$340	5%	7%

	Q1/24	Y/Y	Q/Q
Reported (\$MM)			
Revenue	\$1,379	(8%)	2%
Net Income ⁷	\$439	(15%)	6%
ROE ¹	11.1%	(210 bps)	(130 bps)
Average Balance Sheet (\$Bn)			
Total loans & acceptances	\$122	(7%)	(1%)
Total deposits	\$175	(6%)	(4%)

¹ Please refer to Non-GAAP Measures on pages 5-13 of Management's Discussion & Analysis in the Bank's Q1 2024 Quarterly Report, available on www.sedarplus.ca, for an explanation of the composition of the measure and a quantitative reconciliation. Such explanation and reconciliation are incorporated by reference hereto; ² Please refer to pages 50-53 of Management's Discussion & Analysis in the Bank's Q1 2024 Quarterly Report, available on <http://www.sedarplus.ca>, for an explanation of the composition of the measure; ³ Regulatory ratios and amounts reported effective Q2 2023 are under Revised Basel III requirements and are not directly comparable to ratios and amounts reported in prior quarters; effective Q1 2024, regulatory capital ratios are based on Revised Basel III requirements as determined in accordance with OSFI Guideline - Capital Adequacy Requirements (November 2023); effective Q2 2023, regulatory capital ratios were based on Revised Basel III requirements as determined in accordance with OSFI Guideline - Capital Adequacy Requirements (February 2023); prior period regulatory capital ratios were prepared in accordance with OSFI Guideline - Capital Adequacy Requirements (November 2018); ⁴ This measure has been disclosed in this document in accordance with OSFI Guideline - Public Disclosure Requirements for Domestic Systemically Important Banks on Liquidity Coverage Ratio (April 2015); ⁵ This measure has been disclosed in this document in accordance with OSFI Guideline - Net Stable Funding Ratio Disclosure Requirements (January 2021); ⁶ Employees are reported on a full-time equivalent basis; ⁷ Net income attributable to equity holders; ⁸ Excludes Other Segment (Q1/24: -\$474MM in net loss attributable to equity holds of the bank); ⁹ May not add due to rounding.