

# Investor Fact Sheet

Q4 2024

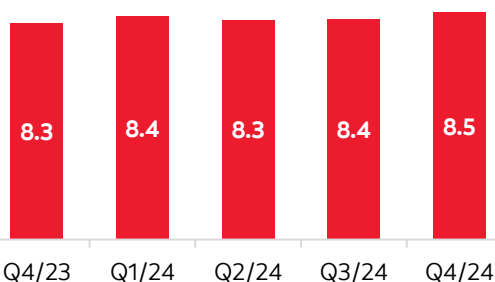
## ABOUT SCOTIABANK

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 October 31, 2024), Scotiabank trades on the Toronto Stock Exchange (TSX: BNS) and New York Stock Exchange (NYSE: BNS). For more information, please visit <http://www.scotiabank.com> and follow us on X @Scotiabank.

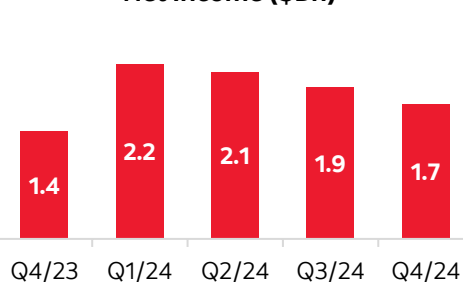
## OUR STRATEGY

- 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

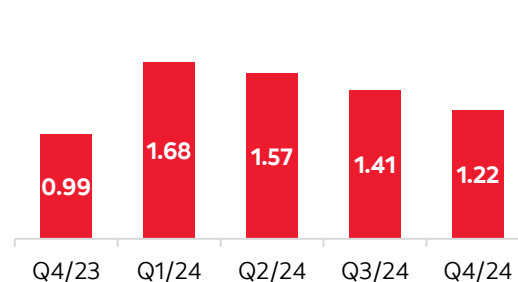
### Revenue (\$Bn)



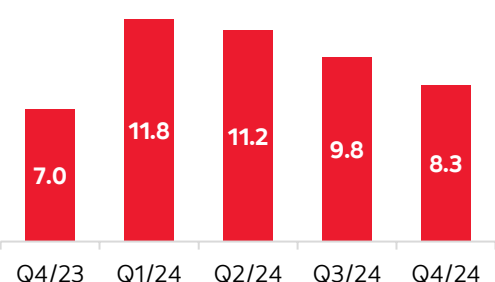
### Net Income (\$Bn)



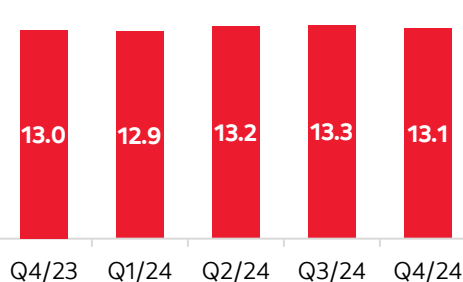
### EPS (\$)



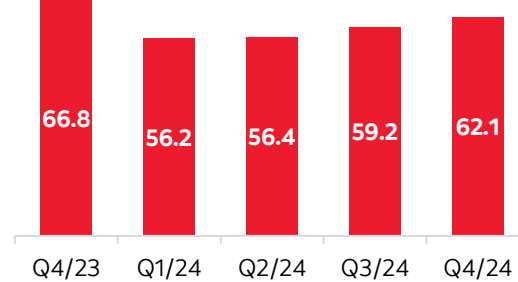
### ROE (%)<sup>1</sup>



### CET1 (%)<sup>2</sup>



### Productivity Ratio (%)<sup>1</sup>



## Q 4 / 2 4 KEY METRICS

### Spot Balance Sheet (\$Bn)

Total Assets	1,412
Net Loans and Acceptances	761
Deposits	944

### Capital and Liquidity

CET1 Ratio <sup>2</sup>	13.1%
Liquidity Coverage Ratio <sup>3</sup>	131%
Net Stable Funding Ratio <sup>4</sup>	119%

### Other Information

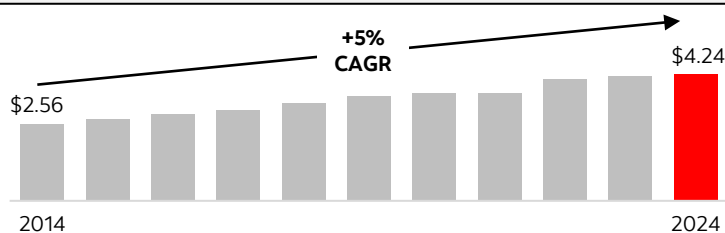
Employees <sup>5</sup>	88,488
Branches and offices	2,236
ABMs	8,533

## SHAREHOLDER INFORMATION

### Share Price (TSX)

High (Q4/24)	\$74.29	Closing Price (10/31/2024)	\$71.69
Low (Q4/24)	\$60.68	Market Capitalization (10/31/2024)	\$89 Bn
52 Week High	\$74.29	Period End Common Shares	1.2 Bn

## ANNUAL DIVIDEND PAID GROWTH



## SENIOR DEBT CREDIT RATINGS

As at Oct 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

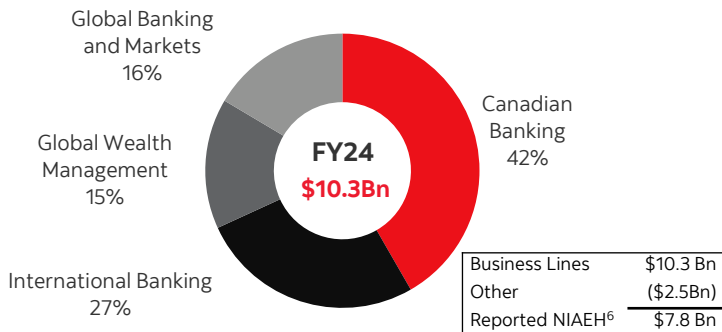
\*Includes: (a) Senior debt issued prior to September 23, 2018; and (b) Senior debt issued on or after September 23, 2018 which is excluded from the bank recapitalization "bail-in" regime.

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

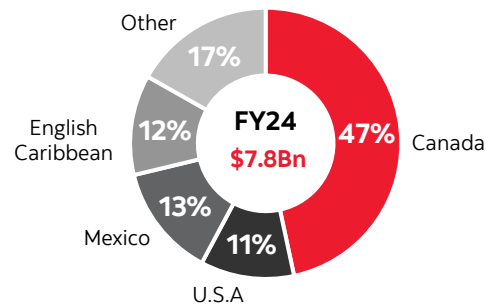
# Investor Fact Sheet

Q4 2024

## EARNINGS BY SEGMENT (EX. OTHER)<sup>6, 7</sup>



## EARNINGS BY GEOGRAPHY<sup>7</sup>



### CANADIAN BANKING

- Canadian Banking provides a full suite of financial advice and banking solutions, supported by an excellent customer experience, to over 11 million customers.
- Retail, Small Business and Commercial Banking customers receive service through its network of 898 branches and 3,578 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 Tangerine customers.

### INTERNATIONAL BANKING

- International banking is a strong and diverse franchise serving over 12 million Retail, Corporate, and Commercial clients with a presence in 15+ countries including Mexico, Chile, Peru, Colombia, Brazil, Uruguay, and various markets in Central America and the Caribbean.
- This unique geographical footprint ensures robust connectivity within the North American corridor as well as access to countries with favorable demographics and significant opportunity to increase banking penetration.

### 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 \$700 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, serving clients across Canada, the United States, Latin America, Europe and Asia-Pacific.

	Q4/24	Y/Y	Q/Q
<b>Reported (\$MM)</b>			
Revenue	\$3,487	5%	0%
Net Income <sup>6</sup>	\$1,061	34%	(4%)
ROE <sup>8</sup>	19.8%	310 bps	(170 bps)
<b>Average Balance Sheet (\$Bn)</b>			
Total loans & acceptances	\$454	2%	1%
Total deposits	\$379	7%	2%

	Q4/24	Y/Y	Q/Q
<b>Reported (\$MM)</b>			
Revenue	\$2,887	4%	(4%)
Net Income <sup>6</sup>	\$628	15%	(6%)
ROE <sup>8</sup>	13.3%	120 bps	(70 bps)
<b>Average Balance Sheet (\$Bn)</b>			
Total loans & acceptances	\$166	(5%)	(3%)
Total deposits	\$126	(5%)	(5%)

	Q4/24	Y/Y	Q/Q
<b>Reported (\$MM)</b>			
Revenue	\$1,510	13%	3%
Net Income <sup>6</sup>	\$420	29%	3%
ROE <sup>8</sup>	16.3%	310 bps	40 bps
<b>Period-End Balances (\$Bn)</b>			
AUA <sup>1</sup>	\$704	15%	1%
AUM <sup>1</sup>	\$373	18%	2%

	Q4/24	Y/Y	Q/Q
<b>Reported (\$MM)</b>			
Revenue	\$1,360	0%	1%
Net Income <sup>6</sup>	\$403	(3%)	(4%)
ROE <sup>8</sup>	10.4%	(200 bps)	(40 bps)
<b>Average Balance Sheet (\$Bn)</b>			
Total loans & acceptances	\$101	(18%)	(7%)
Total deposits	\$171	(6%)	(0%)

<sup>1</sup> Please refer to pages 132 - 134 of Management's Discussion & Analysis in the Bank's 2024 Annual Report, available on <http://www.sedarplus.ca>, for an explanation of the composition of the measure. <sup>2</sup> Commencing 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 prepared in accordance with OSFI Guideline - Capital Adequacy Requirements (February 2023). <sup>3</sup> 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); <sup>4</sup> This measure has been disclosed in this document in accordance with OSFI Guideline - Net Stable Funding Ratio Disclosure Requirements (January 2021). <sup>5</sup> Employees are reported on a full-time equivalent basis; <sup>6</sup> Net income attributable to equity holders; <sup>7</sup> May not add due to rounding. <sup>8</sup> Please refer to Non-GAAP Measures on pages 20 - 26 of Management's Discussion & Analysis in the Bank's 2024 Annual Report, available on [www.sedarplus.ca](http://www.sedarplus.ca), for an explanation of the composition of the measure. Such explanation and reconciliation are incorporated by reference hereto.