

Global Wealth Management Factsheet

#1 in Revenue growth¹ | #2 in PTPP & AUM growth¹ | #2 in Retail Mutual Fund net sales in Canada¹

3rd Largest Wealth Management Business in Canada^{1,2}



Investment Management

A broad selection of actively managed investment solutions from our innovative manufacturing platform.

Mutual Funds

ETFs

Pooled Funds

Segregated Portfolios

Institutional Asset Management

ScotiaFunds.

Dynamic Funds®

JARISLOWSKY
FRASER



Distribution Channels

A powerful advisory and distribution network across Canada and Latin America.

Private Investment Counsel

Full-Service Brokerage

Private Banking

Trust Services

Online Brokerage

Retail Bank Branch Network

Mobile Advice Team

3rd Party Distributors

Scotia
Wealth Management.



Scotia iTRADE.

Scotiabank.
Branch / mobile advice team

Market-Leading Capabilities

Award-Winning Investment Management

- **Scotia GAM won with 13 individual mutual fund and ETF awards across 9 categories in the 2021 Refinitiv Lipper Fund Awards**
- **Dynamic Funds ranked #2 among independent mutual fund companies, for 5-year returns**
- **Scotia GAM ranked #2 for retail mutual fund net sales among banks FYTD**
- **Mexico Asset Management awarded Morningstar's best Asset Manager in the Balanced Funds category**
- **Chile Asset Management received 6 Premios Salmon mutual fund awards**
- **Chile Asset Management awarded Best International Funds manager**
- **Chile's Scotia Futuro Mutual Fund won the Salmon award from LVA Indices**

Tailored Advice

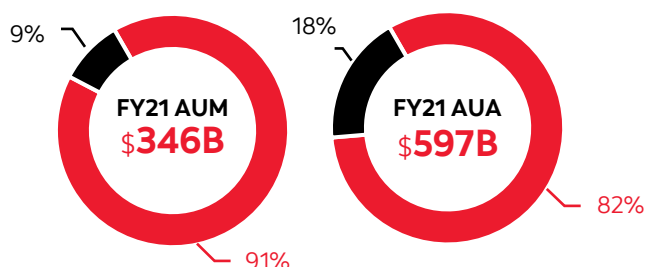
- **Scotia Wealth Management 2021 Global Finance Awards:** Best Private Bank in Canada; and Best Private Bank for Net Worth \$1 Million to \$24.9 Million, globally
- **Largest Private Investment Counsel business in Canada (SWM, MD, JFL, PIC)**
- **2021 World's Best Private Banks awards in Peru and Bahamas (Global Finance)**
- **Two Captive International Cayman awards for the Bank of the Year and Letters of Credit and Trust Provider of the Year**
- **#2 Bank-Owned Brokerage Firm (Investment Executive Brokerage Report Card, 2021)**

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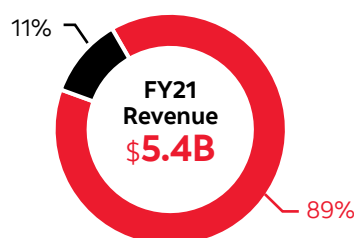
Delivering consistent, high quality results

AUM/AUA

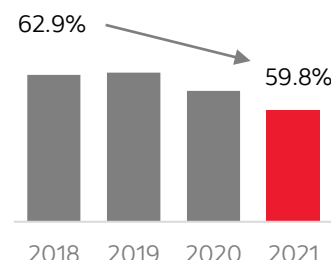


■ International ■ Canada

Revenue



Productivity Ratio

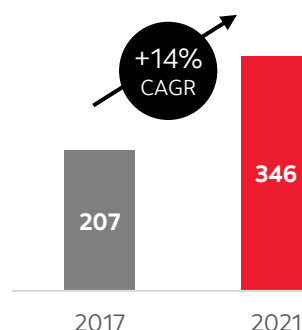


Investment Performance Highlights

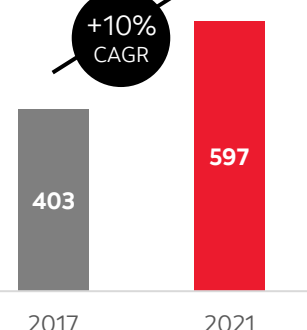
71%⁽³⁾ of assets in the **top two quartiles** over five-year period – **1832 Asset Management**

85%⁽⁴⁾ of core funds in the **top two quartiles** over five-year period – **Jarislowsky Fraser**

AUM (\$B)



AUA (\$B)



Medium-Term Financial Objectives

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

2022 Priorities

- Continue product innovation:** Drive innovation in products to deliver industry-leading investment capabilities and performance through purpose-built solutions for customers across Global Wealth Management's brands and channels
- Invest in digital:** Digitally enable sales and advice to support all our distribution channels, including proprietary and 3rd party sales
- Plan-based, holistic advice:** Deliver the entire bank to new and existing clients with complex needs through our Total Wealth strategy
- Focus on international:** Maximize our international footprint by growing the product shelf, and by enhancing internal capabilities in sales and distributions. Invest and grow the International Wealth business by following our retail footprint
- Enhance our winning team culture:** Cultivate a talented, diverse workforce, and foster an environment to keep our customers and employees safe, while delivering outstanding results and client experiences

¹ Figures for the 9 months ended July 31, 2021; ² Ranking based on Net Income; ³ October 31, 2021; ⁴ September 30, 2021

Contact Information

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