

## Who We Are

Scotiabank is a leading financial services provider in over 55 countries and Canada's most international bank. Through our team of more than 86,000 employees, Scotiabank and its affiliates offer a broad range of products and services, including personal and commercial banking, wealth management, corporate and investment banking to over 21 million customers. With assets of \$806 billion (as at October 31, 2014), Scotiabank trades on the Toronto (BNS) and New York (BNS) Exchanges. Scotiabank distributes the Bank's media releases using [Marketwired](http://Marketwired). For more information please visit [www.scotiabank.com](http://www.scotiabank.com).

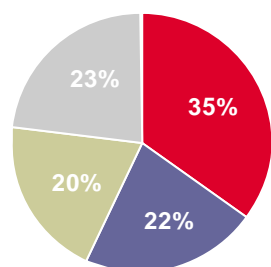
## Our Focus Priorities

- Being more focused on our customers
- Enhancing leadership depth, deployment and diversity
- Being better organized to serve customers while reducing structural costs

## Financial Highlights

### Four diversified growth platforms

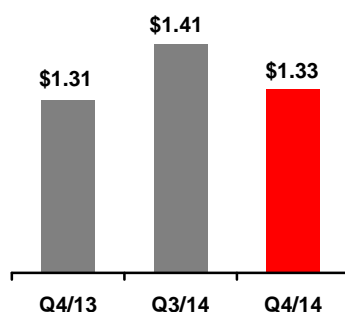
% of Q4/14 Net Income\*, excl. Other segment



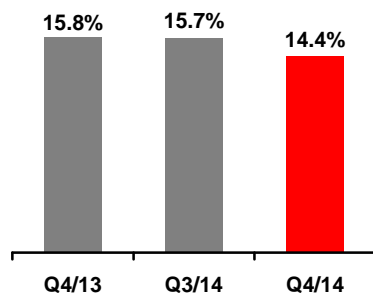
- Canadian Banking
- International Banking
- Global Wealth & Insurance
- Global Banking & Markets

\* Core net income attributable to equity holders of the Bank

### Core Cash Earnings Per Share - diluted



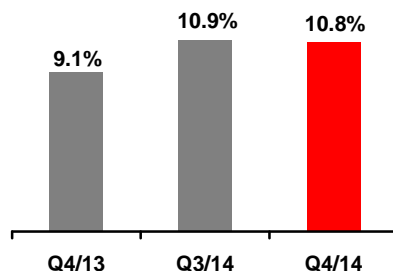
### Adjusted Return on Equity\*



\* Adjusted for notable items

### Capital Ratio

Basel III Common Equity Tier 1



## Shareholder Information

- ◆ Share Price (TSX): Aug. 1, 2014 – Oct. 31, 2014
  - ◆ High \$74.39
  - ◆ Low \$64.05
  - ◆ Closing Price (10/31/14) \$69.02
  - ◆ 12-Month High \$74.93
- ◆ Market Capitalization\*: \$84.0BN
- ◆ Common Shares Outstanding\*: 1,217M  
\*As at Oct. 31, 2014
- ◆ Upcoming Quarterly Results:
  - Q1/15: Tuesday, Mar. 3
  - Q2/15: Friday, May 29
  - Q3/15: Friday, Aug. 28
  - Q4/15: Tuesday, Dec. 1

- ◆ Dividend Dates\* (subject to approval by the Board of Directors)

Record Date	Payment Date
Jan. 6, 2015	Jan. 28, 2015
Apr. 7, 2015	Apr. 28, 2015
Jul. 7, 2015	Jul. 29, 2015
Oct. 6, 2015	Oct. 28, 2015

\* Quarterly dividend rate \$0.66/share

## Total Shareholder Return $\Delta$

Time Period	TSR
3 Yr	14.0%
5 Yr	13.1%
10 Yr	9.9%
20 Yr	16.2%

$\Delta$  The compound annual return for a stock, which includes share price appreciation and re-invested dividends.

Source: Bloomberg – as at Oct. 31, 2014

## Senior Debt Credit Ratings

Agency	Rating	Outlook
S&P	A+	Negative
Moody's	Aa2	Negative
Fitch	AA-	Stable
DBRS	AA	Stable

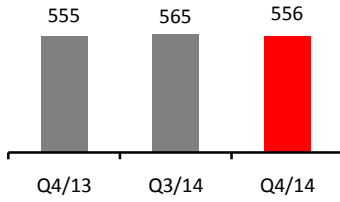
## Other Information (as at Oct. 31, 2014)

Total Assets	\$806BN
Loans and Acceptances	\$434BN
Deposits	\$555BN
Branches and Offices	3,200+
ABMs	8,700+

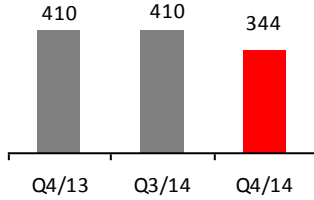
## Net Income\* by Business Lines

(\$ Millions)

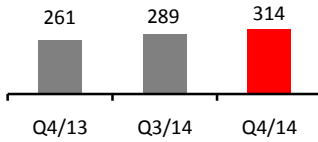
### Canadian Banking



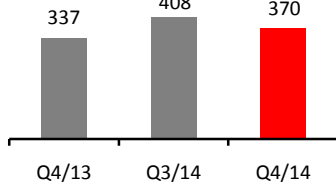
### International Banking



### Global Wealth & Insurance



### Global Banking & Markets

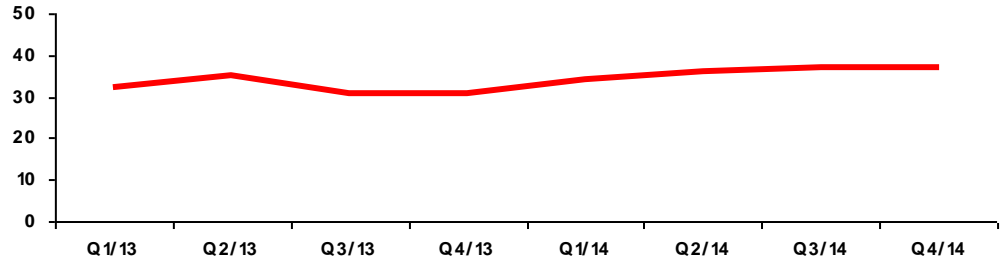


\* Core net income attributable to equity holders of the Bank. GWI also adjusted for CI contribution

## Stable Provisions for Credit Losses

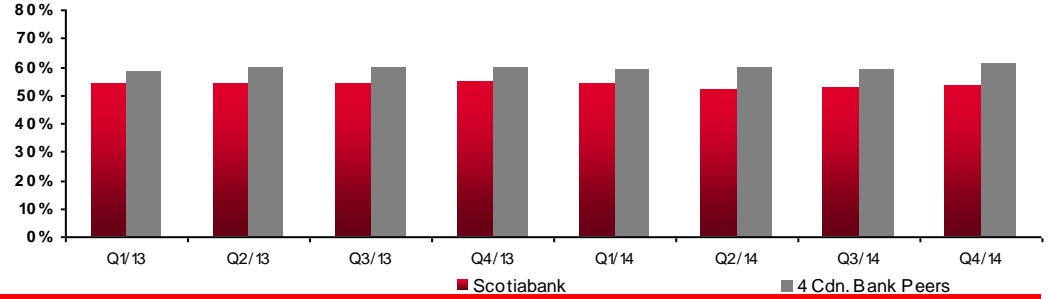
### Adjusted PCLs as a % of Average Loans and Acceptances

(Shown in basis points)



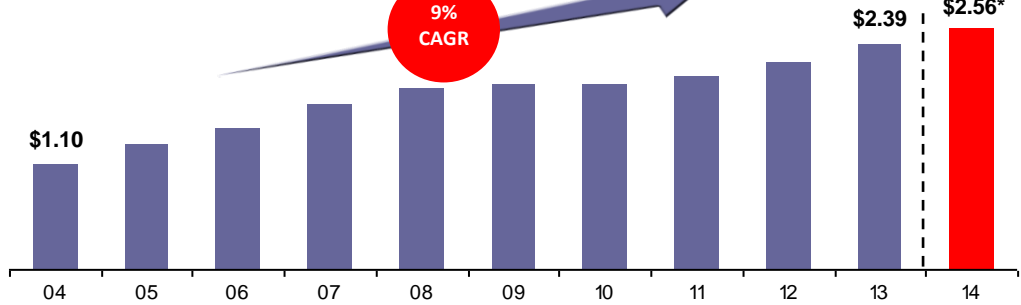
## Deeply-Rooted Cost Culture

### Industry-leading core productivity ratio (TEB)



## Strong Track Record of Dividend Growth

### Dividends Per Share



## Canada's Most International Bank



## Medium-Term Financial Objectives

EPS Growth	5-10%
ROE	15-18%
Operating Leverage	Positive
Capital	Maintain strong ratios

## Contact Information

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