

Q1 2015 Investor Fact Sheet



Who We Are

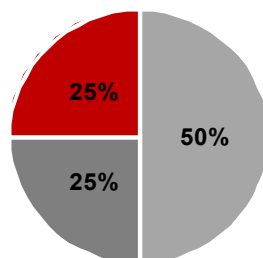
Scotiabank is Canada's most international bank and a leading financial services provider in North America, Latin America, the Caribbean and Central America, and parts of Asia. We are dedicated to helping our 21 million customers become better off through a broad range of advice, products and services, including personal and commercial banking, wealth management and private banking, corporate and investment banking. With a team of more than 87,000 employees and assets of \$852 billion (as at January 31, 2015), Scotiabank trades on the Toronto (TSX: [BNS](#)) and New York stock exchanges (NYSE: [BNS](#)).

Our Focus Priorities

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

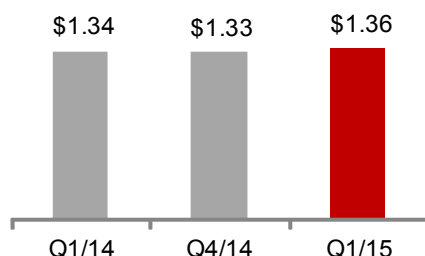
Financial Highlights

Three Diversified Growing Platforms

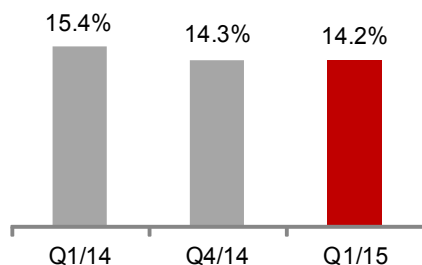


- Canadian Banking
- International Banking
- Global Banking & Markets

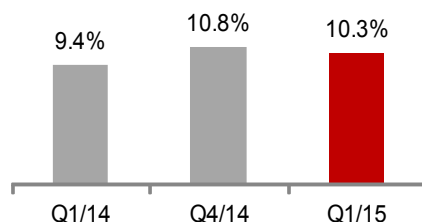
Core Cash Earnings per Share - Diluted



Adjusted Return on Equity



Basel III Common Equity Tier 1 Capital Ratio



Shareholder Information

- **Share Price (TSX): Nov. 1/14 - Jan. 31/15**
 - High \$71.18
 - Low \$60.75
 - Closing price \$61.06
 - 52 week high \$74.93

- **Market Capitalization¹ \$73.9BN**

- **Common Shares Outstanding¹: 1,210M**

- **Upcoming Quarterly Results:**
 - Q2/15: Friday, May 29, 2015
 - Q3/15: Friday, August 28, 2015
 - Q4/15: Tuesday, December 1, 2015
 - Q1/16: Tuesday, March 1, 2016

- **Dividend Dates²**
Subject to approval by the Board of Directors

Record Date	Payment Date
April 7, 2015	April 28, 2015
July 7, 2015	July 29, 2015
October 6, 2015	October 28, 2015
January 5, 2016	January 27, 2016

¹ As at January 31, 2015

² Quarterly dividend rate \$0.68/share

Other Financial Information³

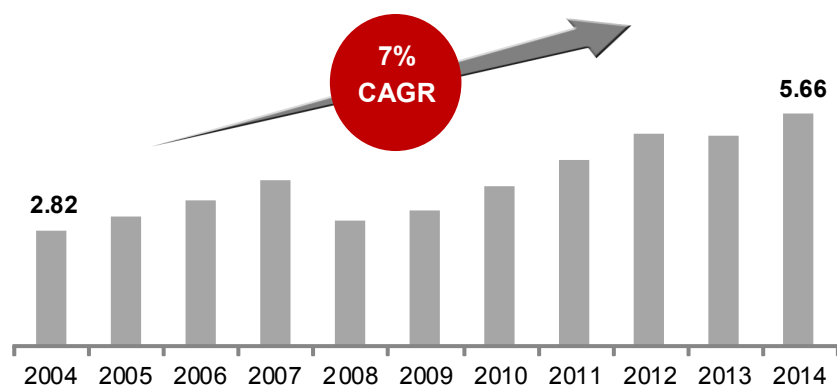
Total Assets	\$852 billion
Loans and Acceptances	\$452 billion
Deposits	\$585 billion
Employees	87,090
Branches and Offices	3,266
ABMs	8,712

³ As at January 31, 2015

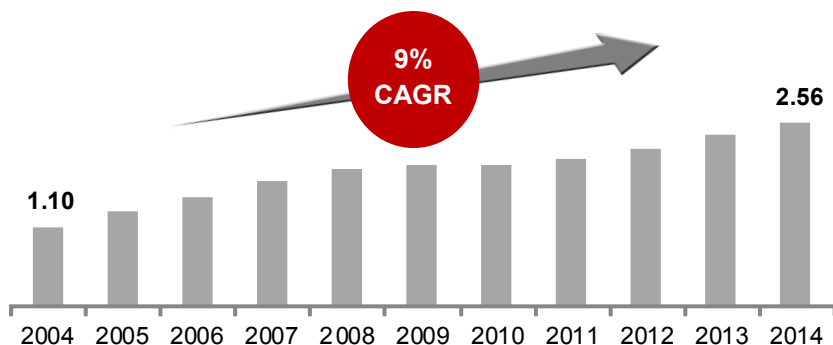
Medium Term Financial Objectives

EPS Growth	5-10%
Return on Equity	15-18%
Operating Leverage	Positive
Capital	Maintain Strong Ratios

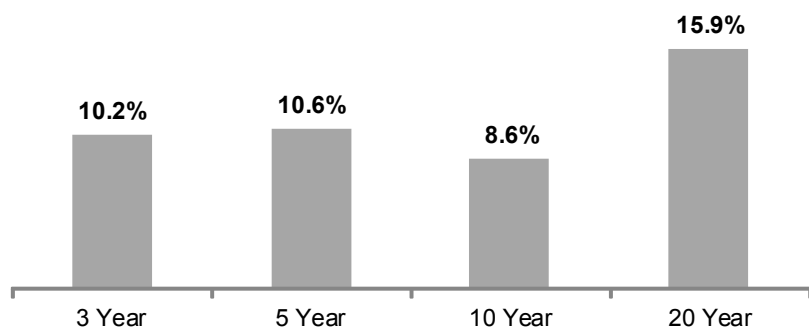
Diluted Earnings per Share Growth



Dividend Growth



Total Shareholder Return²



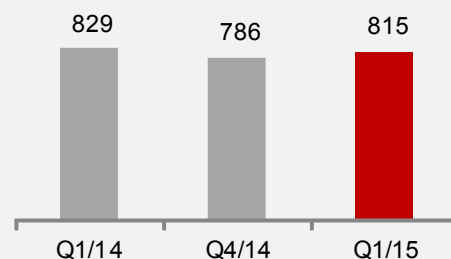
² The compound annual return for a common share, which includes share price appreciation and re-invested dividends as at January 31, 2015.

Source: Bloomberg

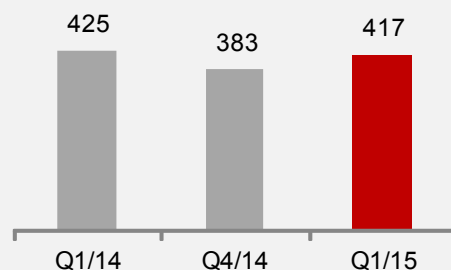
Net Income by Business Line¹

(\$ Million)

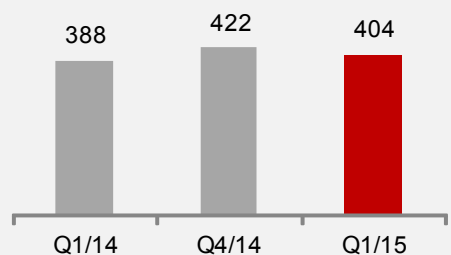
Canadian Banking



International Banking



Global Banking & Markets



¹ Core net income attributable to Equity holders of the bank

Senior Debt Credit Ratings³

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

³ As at January 31, 2015

Contact Information

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