

## Who We Are

Scotiabank is Canada's 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 23 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, and capital markets. With a team of more than 89,000 employees and assets of \$920 billion (as at January 31, 2016), Scotiabank trades on the Toronto (TSX: BNS) and New York Exchanges (NYSE: BNS). Scotiabank distributes the Bank's media releases using Marketwired. For more information, please visit [www.scotiabank.com](http://www.scotiabank.com) and follow us on Twitter @ScotiabankNews.

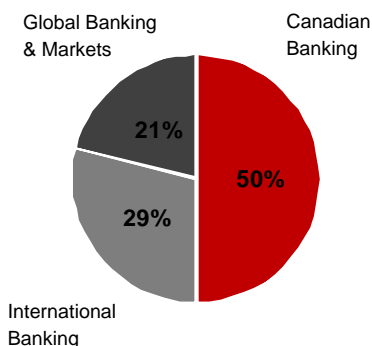
## Our Focus Priorities

- Customer experience
- Leadership
- Low cost by design
- Digital transformation
- Business mix

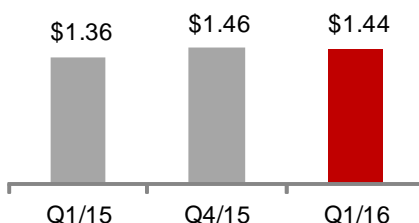


## Financial Highlights

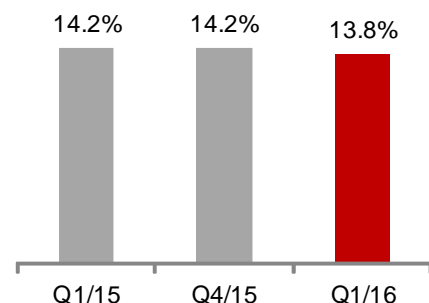
### Three Diversified Platforms<sup>1</sup>



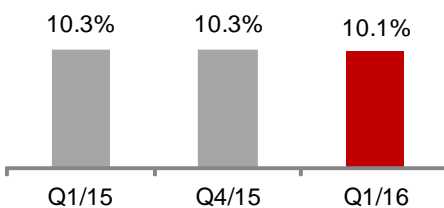
### Core Cash Earnings per Share - Diluted



### Core Return on Equity<sup>2</sup>



### Basel III Common Equity Tier 1 Capital Ratio



<sup>1</sup> Excludes Other segment

<sup>2</sup> Non-cash basis

## Shareholder Information

### Share Price (TSX): Nov. 1/15 - Jan. 31/16

- High \$61.91
- Low \$51.87
- Closing price \$57.39
- 52 week high \$67.73

### Market Capitalization<sup>3</sup> \$69.0 billion

### Common Shares Outstanding<sup>3</sup> 1,203 million

### Upcoming Quarterly Results<sup>4</sup>

- Q2/16: Tuesday, May 31, 2016
- Q3/16: Tuesday, August 30, 2016
- Q4/16: Tuesday, November 29, 2016
- Q1/17: Tuesday, February 28, 2017

### Dividend Dates<sup>3</sup>

Quarterly dividend rate of \$0.72 per share, subject to approval by the Board of Directors

#### Record Date

April 5, 2016  
July 5, 2016  
October 4, 2016  
January 3, 2017

#### Payment Date

April 27, 2016  
July 27, 2016  
October 27, 2016  
January 27, 2017

## Other Financial Information<sup>3</sup>

Total Assets	\$920 billion
Net Loans and Acceptances	\$487 billion
Deposits	\$631 billion
Employees	89,297
Branches and Offices	3,161
ABMs	8,260

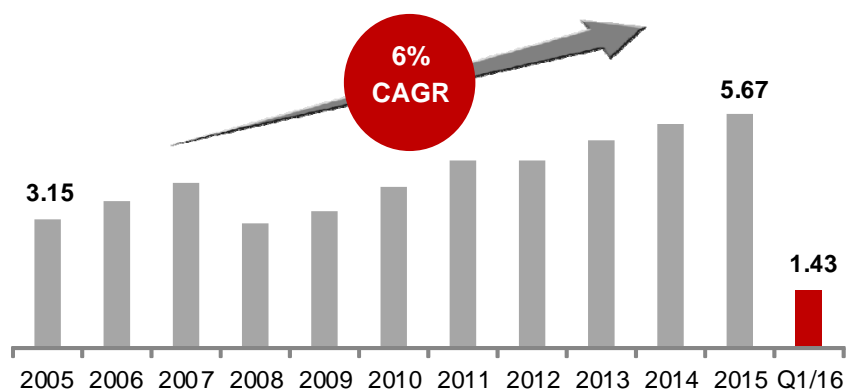
## Medium Term Financial Objectives

EPS Growth	5-10%
Return on Equity	14%+
Operating Leverage	Positive
Capital	Maintain Strong Ratios

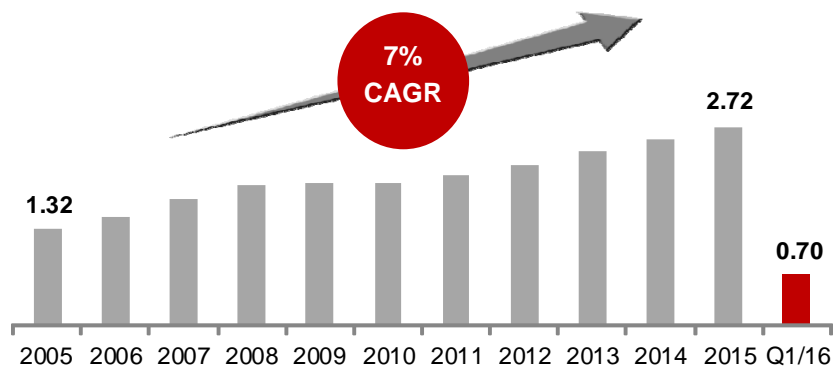
<sup>3</sup> As at January 31, 2016

<sup>4</sup> Subject to change

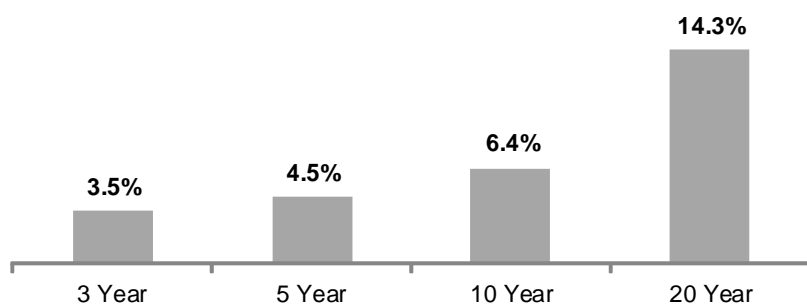
## Diluted Earnings per Share Growth



## Dividend Growth



## Total Shareholder Return<sup>6</sup>



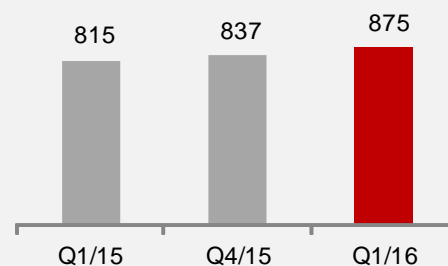
<sup>6</sup> The compound annual return for a common share, which includes share price appreciation and re-invested dividends as at January 31, 2016.

Source: Bloomberg

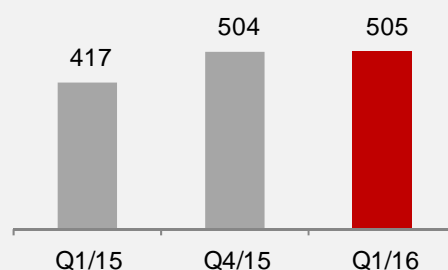
## Net Income by Business Line<sup>5</sup>

(\$ Million)

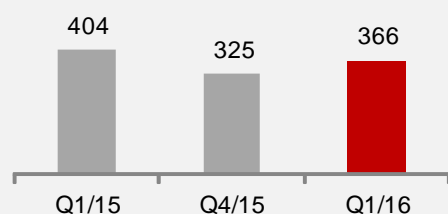
### Canadian Banking



### International Banking



### Global Banking & Markets



<sup>5</sup> Core net income attributable to equity holders of the Bank

## Senior Debt Credit Ratings<sup>7</sup>

Agency	Rating	Outlook
DBRS	AA	Negative
Fitch	AA-	Stable
Moody's	Aa3	Negative
S&P	A+	Stable

<sup>7</sup> As at January 31, 2016

## Contact Information

### Investor Relations

Jake Lawrence  
416-866-5712

investor.relations@scotiabank.com

### Equity Investors

Steven Hung  
416-933-8774

### Fixed Income Investors

Ian Berry  
416-860-1688

### Transfer Agent

Computershare Trust Co. of Canada  
T: 1-877-982-8767  
F: 1-888-453-0330  
service@computershare.com