

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 \$895 billion (as at April 30, 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 and follow us on Twitter @ScotiabankNews.

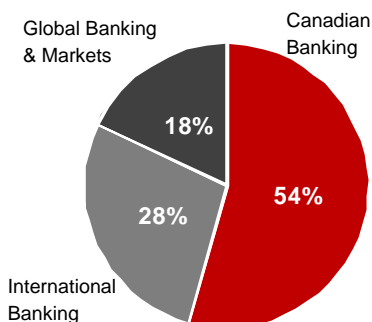
Our Focus Priorities

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

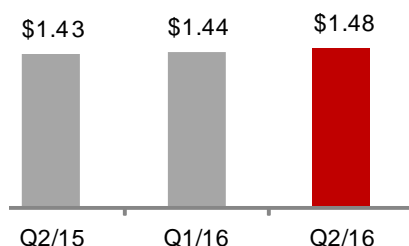


Financial Highlights

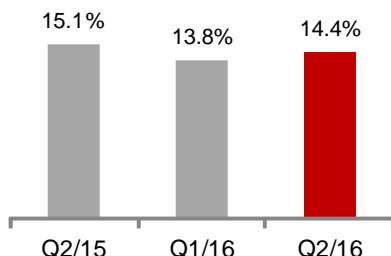
Three Diversified Platforms¹



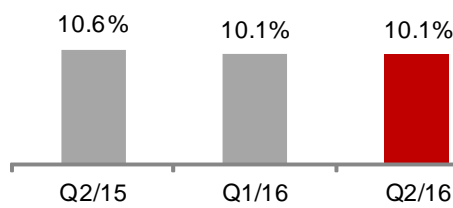
Core Cash Earnings per Share - Diluted³



Core Return on Equity^{2,3}



Basel III Common Equity Tier 1 Capital Ratio



¹ Excludes Other segment

² Non-cash basis

³ Adjusts for restructuring charge of \$278 million after-tax (\$378 million before-tax)

Shareholder Information

Share Price (TSX): Feb. 1/16 - Apr. 30/16

- High \$65.97
- Low \$51.57
- Closing price \$65.80
- 52 week high \$67.29

Market Capitalization⁴ \$79.1 billion

Common Shares Outstanding⁴ 1,203 million

Upcoming Quarterly Results⁵

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

Dividend Dates⁴

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

Record Date

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

Payment Date

July 27, 2016
October 27, 2016
January 27, 2017
April 26, 2017

Other Financial Information⁴

Total Assets	\$895 billion
Net Loans and Acceptances	\$477 billion
Deposits	\$609 billion
Employees	89,610
Branches and Offices	3,151
ABMs	8,243

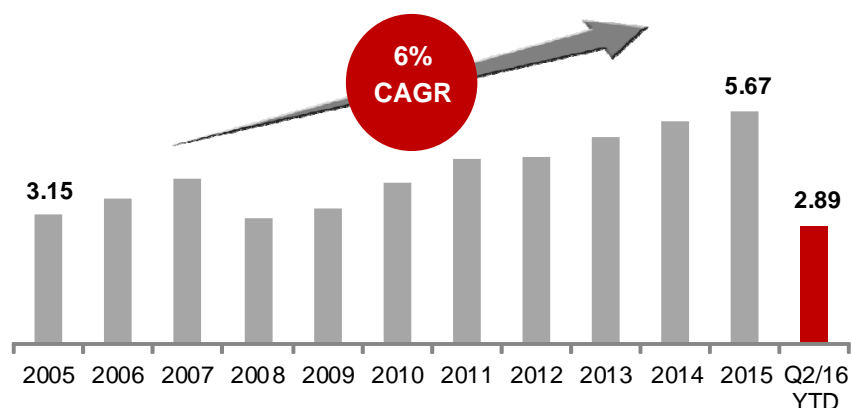
Medium Term Financial Objectives

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

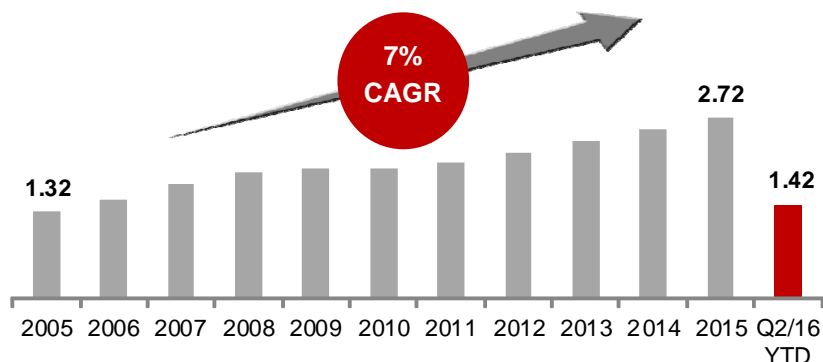
⁴ As at April 30, 2016

⁵ Subject to change

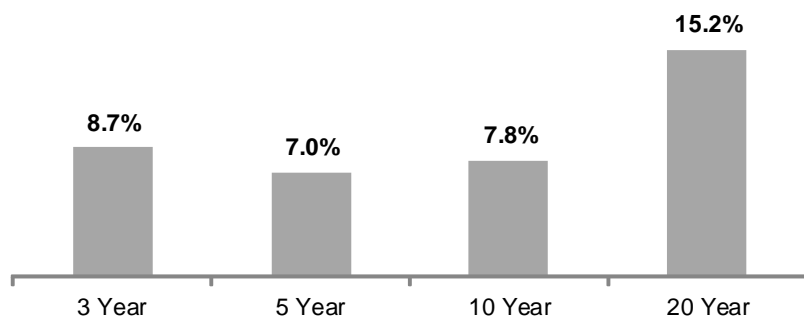
Diluted Earnings per Share Growth



Dividend Growth



Total Shareholder Return⁷



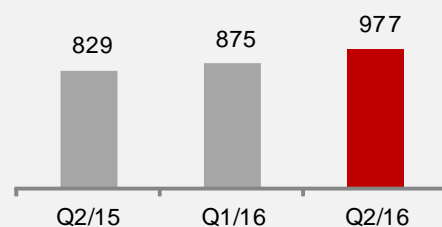
⁷ The compound annual return for a common share, which includes share price appreciation and re-invested dividends as at April 29, 2016.

Source: Bloomberg

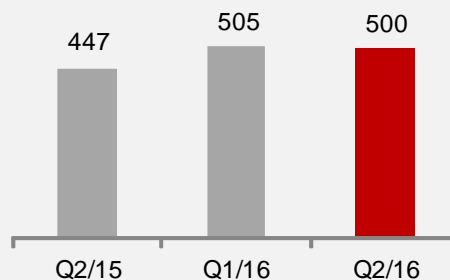
Net Income by Business Line⁶

(\$ Million)

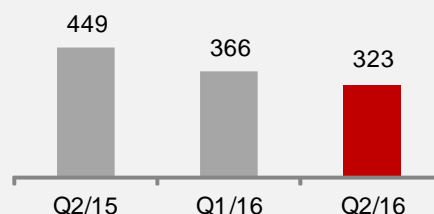
Canadian Banking



International Banking



Global Banking & Markets



⁶ Core net income attributable to equity holders of the Bank

Senior Debt Credit Ratings⁸

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

⁸ As at April 30, 2016

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