

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 88,000 employees and assets of \$896 billion (as at October 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 and follow us on Twitter @ScotiabankNews.

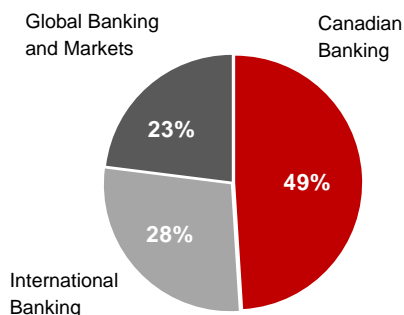
Our Focus Priorities

- Customer Focus
- Leadership
- Structural Cost Transformation
- Digital Transformation
- Business Mix Alignment

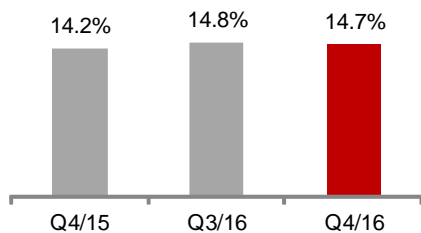


Financial Highlights

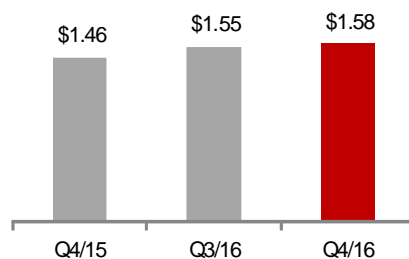
Three Diversified Platforms¹



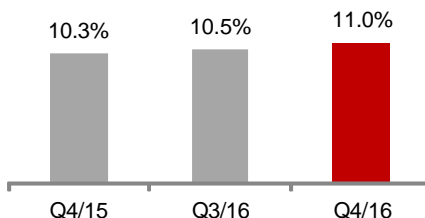
Adj. Return on Equity²



Adj. Cash Earnings per Share - Diluted



Common Equity Tier 1 Capital Ratio³



¹ Excludes Other segment

² Non-cash basis

³ Reflects all-in approach

Shareholder Information

Share Price (TSX): Aug. 1/16 - Oct. 31/16

- High \$72.50
- Low \$65.09
- Closing price \$72.08
- 52 week high \$72.50

Market Capitalization⁴ \$87.1 billion

Common Shares Outstanding⁴ 1,208 million

Upcoming Quarterly Results

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

Dividend Dates⁴

Quarterly dividend rate of \$0.74 per share, subject to approval by the Board of Directors

Record Date

Payment Date

January 3, 2017

January 27, 2017

April 4, 2017

April 26, 2017

July 4, 2017

July 27, 2017

October 3, 2017

October 27, 2017

Other Financial Information⁴

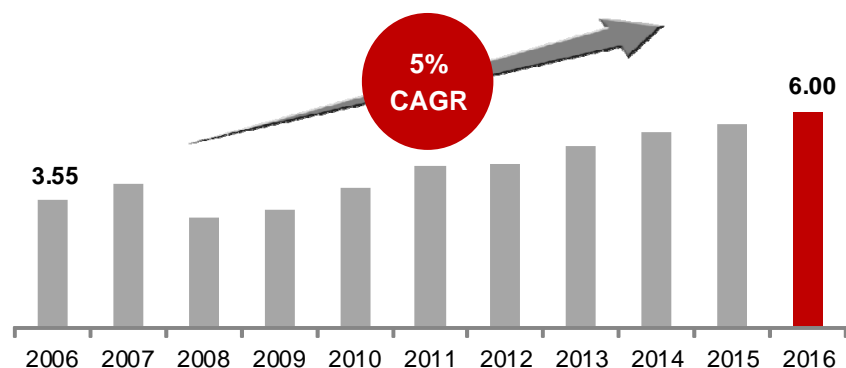
Total Assets	\$896 billion
Net Loans and Acceptances	\$492 billion
Deposits	\$612 billion
Employees	88,901
Branches and Offices	3,113
ABMs	8,144

Medium Term Financial Objectives

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

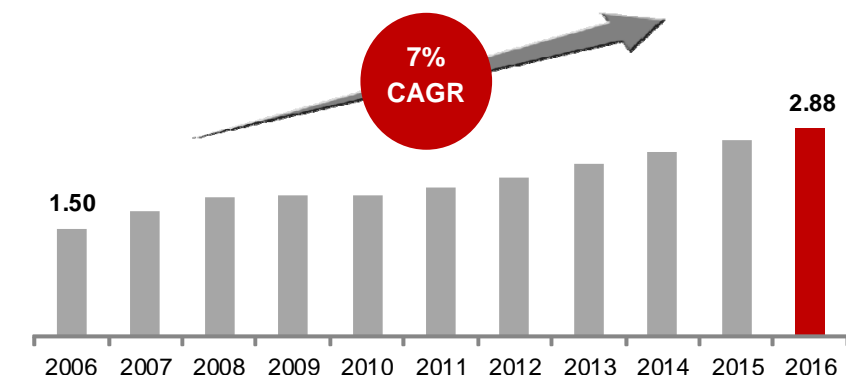
⁴ As at October 31, 2016

Diluted Earnings per Share Growth⁵

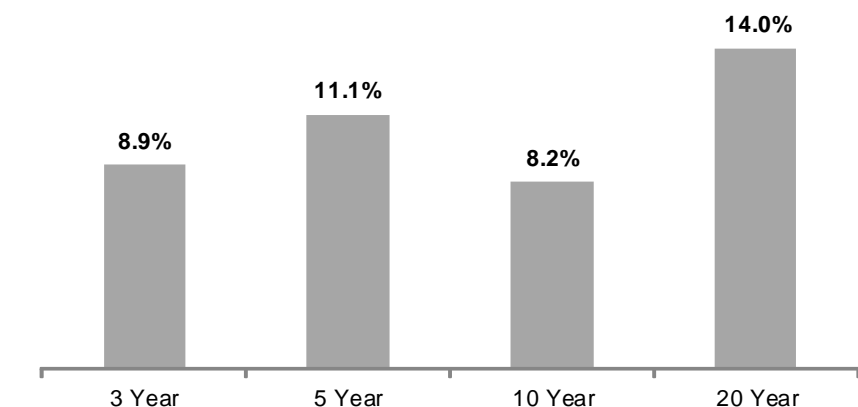


⁵ Excludes notable items

Dividend Growth



Total Shareholder Return⁷



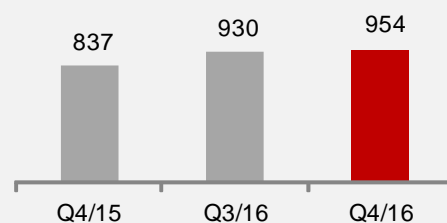
⁷ The compound annual return for a common share, which includes share price appreciation and re-invested dividends as at October 31, 2016

Source: Bloomberg

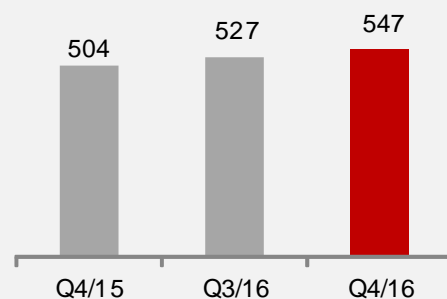
Net Income by Business Line⁶

(\$ Million)

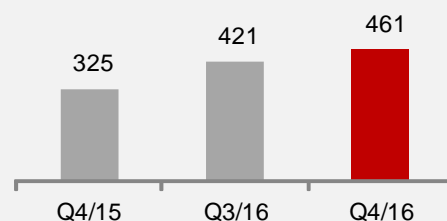
Canadian Banking



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 October 31, 2016

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