INVESTOR FACT SHEET
Q1 2018

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 24 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 89,700 employees and assets of $923 billion (as at January 31, 2018), 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.

THREE DIVERSE PLATFORMS
- 20% Global Banking and Markets
- 30% International Banking
- 50% Canadian Banking

KEY STRATEGIC PRIORITIES
- Customer Focus
- Structural Costs
- Business Mix
- Strong Risk Culture
- Leadership
- Digital Transformation

OTHER FINANCIAL INFORMATION
- Total Assets: $923 billion
- Net Loans and Acceptances: $520 billion
- Deposits: $636 billion
- Employees: 89,755
- Branches and Offices: 2,996
- ABMs: 8,076

MEDIUM TERM FINANCIAL OBJECTIVES
- EPS Growth: 7%+ Q1/18
- Return on Equity: 14%+ Q1/18
- Operating Leverage: Positive 8.4%
- Capital Level: Strong Levels 11.2%

SHAREHOLDER INFORMATION
- Share Price (TSX): November 1/17 - January 31/18
  - High: $85.50
  - Low: $80.79
  - Market Capitalization: $97.9 billion
- Closing Price: $81.72
- 52 week high: $85.50
- Common Shares Outstanding: $1,199 million

TOTAL SHAREHOLDER RETURN
- 1 Year: 9.3%
- 5 Year: 11.5%
- 10 Years: 10.0%
- 20 Years: 12.6%

• Upcoming Events
  - April 10, 2018: Annual General Meeting
  - May 29, 2018: Q2 2018 Results
  - August 28, 2018: Q3 2018 Results
  - November 27, 2018: Q4 2018 Results

• Dividend Dates:
  - Quarterly dividend of $0.82 per share, approved by the Board of Directors
  - Record Date: April 3, 2018
  - Payment Date: April 26, 2018
  - Date of Record: July 3, 2018
  - Payment Date: July 27, 2018
  - Date of Record: October 2, 2018
  - Payment Date: October 29, 2018

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**Q1/18 FINANCIAL HIGHLIGHTS**

- **Adjusted Earnings per Share - Diluted**
  - Q1/17: $1.58
  - Q4/17: 1.65
  - Q1/18: $1.87

- **Adjusted Return on Equity**
  - Q1/17: 14.3%
  - Q4/17: 14.5%
  - Q1/18: 16.2%

- **CET1 Capital Ratio**
  - Q1/17: 11.3%
  - Q4/17: 11.5%
  - Q1/18: 11.2%

- **Core Banking Margin**
  - Q1/17: 2.40%
  - Q4/17: 2.44%
  - Q1/18: 2.46%

**Q1/18 NET INCOME GROWTH**

- **All-Bank**
  - Q1/17: $2,009
  - Q4/17: 2,070
  - Q1/18: $2,337
  - +16% Y/Y

- **Canadian Banking**
  - Q1/17: 981
  - Q4/17: 1,067
  - Q1/18: 1,102
  - +12% Y/Y

- **International Banking**
  - Q1/17: 576
  - Q4/17: 605
  - Q1/18: 667
  - +16% Y/Y

- **Global Banking and Markets**
  - Q1/17: 469
  - Q4/17: 391
  - Q1/18: 454
  - -3% Y/Y

**ANNUAL DILUTED EPS GROWTH**

- **9% CAGR**
  - $3.05
  - 2008: $1.70
  - 2017: $6.49

**ANNUAL DIVIDEND GROWTH**

- **7% CAGR**
  - $3.05
  - 2008: $1.70
  - 2017: $6.49

**SENIOR DEBT CREDIT RATINGS**

<table>
<thead>
<tr>
<th>Agency</th>
<th>Rating</th>
<th>Outlook</th>
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<td>S&amp;P</td>
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1 Excludes Other segment
2 As at January 31, 2018
3 The compound annual return for a common share, which includes share price appreciation and reinvested dividends as at January 31, 2018. Source: Bloomberg
4 Non-cash basis
5 Reflects all-in approach
6 Excludes notable items
7 Core net income attributable to equity holders of the Bank
8 As at January 31, 2018