

INVESTOR FACT SHEET

Q4 2018

▶ OUR BUSINESS

Scotiabank is Canada's international bank and a leading financial services provider in the Americas. We are dedicated to helping our 25 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 97,000 employees and assets of \$998 billion (as at October 31, 2018), Scotiabank trades on the Toronto Stock Exchange (TSX: BNS) and New York Stock Exchange (NYSE: BNS). For more information, please visit www.scotiabank.com and follow us on Twitter @ScotiabankViews.

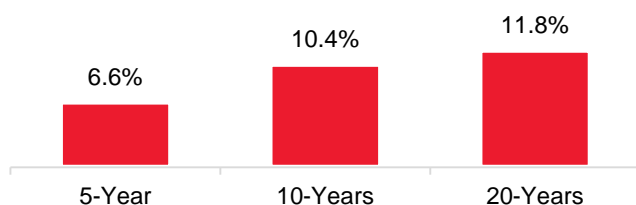
▶ REASONS TO INVEST IN SCOTIABANK

- **CANADA'S INTERNATIONAL BANK AND A TOP 10 BANK IN THE AMERICAS**
 - Diversified by business and geography, providing sustainable and growing earnings and dividends
- **DIVERSIFIED EXPOSURE TO HIGH QUALITY GROWTH MARKETS**
 - Leading bank in the Pacific Alliance growth markets of Mexico, Peru, Chile and Colombia – a region of 230 million people
- **INCREASING SCALE AND MARKET SHARE IN KEY MARKETS**
 - Gaining market share in key markets of Canada and Pacific Alliance
- **IMPROVING QUALITY OF EARNINGS WHILE REDUCING RISK PROFILE**
 - Building scale in Wealth, exited over 20 non-core countries and businesses
- **ENHANCING COMPETITIVE ADVANTAGE IN TECHNOLOGY AND TALENT**
 - Leading levels of technology investment supports digital banking strategy

▶ SHAREHOLDER INFORMATION

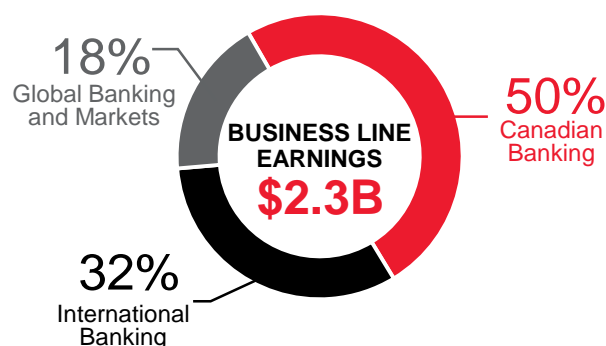
Share Price (TSX): August 1/18 – October 31/18			
High	\$78.60	Closing Price	\$70.65
Low	\$69.01	52 week high	\$85.50
Market Capitalization ²	\$87 billion	Common Shares Outstanding ²	1,227 million

▶ TOTAL SHAREHOLDER RETURN⁴



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▶ THREE DIVISIONS^{1,2,3}



▶ OTHER FINANCIAL INFORMATION²

Total Assets	\$998 billion
Net Loans and Acceptances	\$568 billion
Deposits	\$677 billion
Employees	>97,000
Branches and Offices	3,095
ABMs	9,029

▶ MEDIUM-TERM FINANCIAL OBJECTIVES

		2018 Actual ^{2,3}
EPS Growth	7%+	+8.7%
Return on Equity	14%+	14.9%
Operating Leverage	Positive	+3.7%
Capital Level	Strong Levels	11.1% ⁵

• Upcoming Events

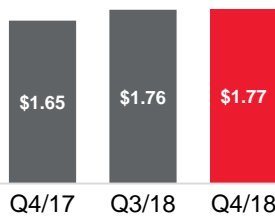
February 26, 2019	Q1 2019 Results
May 28, 2019	Q2 2019 Results
August 27, 2019	Q3 2019 Results
November 26, 2019	Q4 2019 Results

• Dividend Dates⁴: Quarterly dividend of \$0.85 per share, approved by the Board of Directors

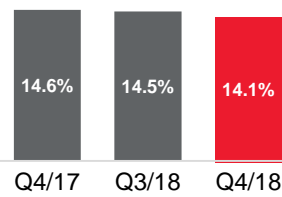
RECORD DATE	PAYMENT DATE
January 2, 2019	January 29, 2019
April 2, 2019	April 26, 2019
July 2, 2019	July 29, 2019
October 1, 2019	October 29, 2019

▶ Q4/18 FINANCIAL HIGHLIGHTS³

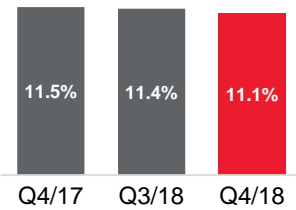
Earnings per Share – Diluted



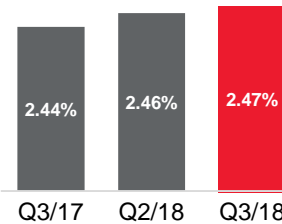
Return on Equity



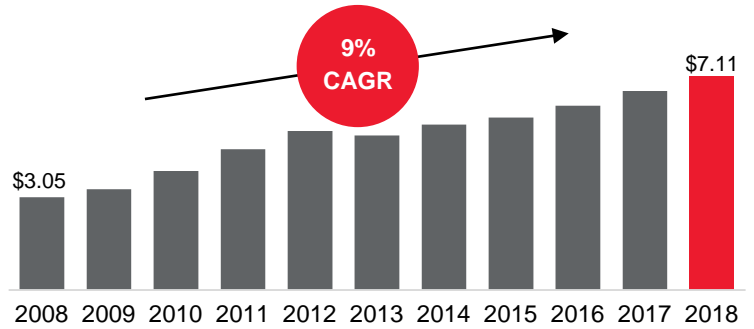
CET1 Capital Ratio⁵



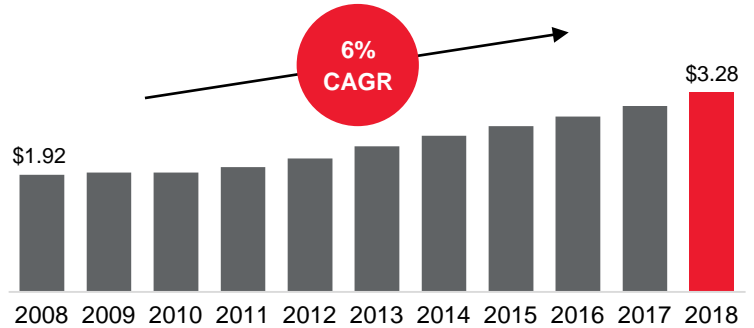
Core Banking Margin



▶ ANNUAL DILUTED EPS GROWTH⁷

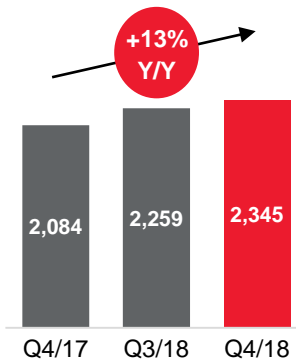


▶ ANNUAL DIVIDEND GROWTH

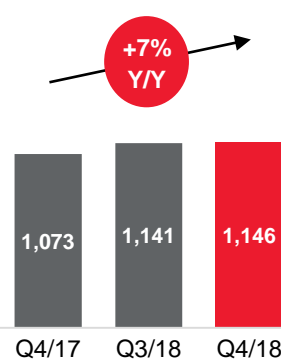


▶ Q4/18 NET INCOME GROWTH³

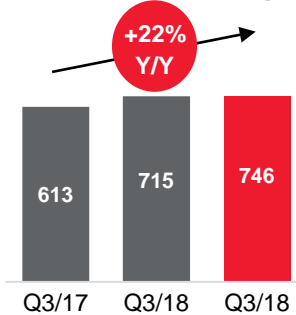
All-Bank



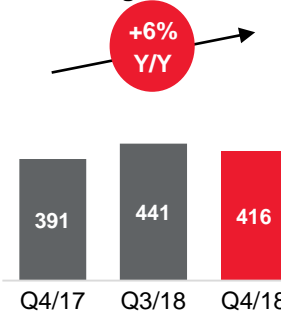
Canadian Banking⁶



International Banking⁶



Global Banking and Markets⁶



▶ LEGACY SENIOR DEBT CREDIT RATINGS²

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

▶ CONTACT INFORMATION

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¹ Excludes Other segment

² As at October 31, 2018

³ Adjusted for Acquisition-related costs, including integration and amortization costs related to current acquisitions, amortization of intangibles related to current and past acquisitions and the Day 1 PCL impact on acquired performing loans in Q3/18

⁴ The compound annual return for a common share, which includes share price appreciation and reinvested dividends as at October 31, 2018. Source: Bloomberg

⁵ Reflects all-in approach

⁶ Adjusted net income attributable to equity holders of the Bank

⁷ Excludes notable items for years prior to 2016. For 2016 onwards, results adjusted for acquisition-related costs including Day 1 PCL impact on acquired performing loans, integration and amortization costs related to current acquisitions and amortization of intangibles related to current and past acquisitions