

# Scotiabank: Global Accomplishments and Awards

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- Latin American Retail Bank of the Year (2017), *Retail Banker International*
- Best Private Bank in the Bahamas (2017), *Global Finance*
- Best Private Bank in the Caribbean (2017), *Global Finance*
- Best Bank in Latin America: Bahamas, Barbados, Costa Rica, Turks and Caicos, and U.S. Virgin Islands (2017), *Global Finance*
- Best Commercial Banking Capabilities in the Caribbean and the Bahamas (2017), *Euromoney*
- Best Asset Management Company in the Cayman Islands (2017), *Euromoney*
- Bank of the Year Award – Americas: British Virgin Islands, Saint Kitts and Nevis (2017), *The Banker*
- Fifth Safest Bank in Latin America and Safest Bank in Peru (2017), *Global Finance*
- Ninth Safest Bank in North America (2017), *Global Finance*
- Received 8 Best Banking Awards (2017), *Ipsos*
- Scotia iTRADE was recognized for the second year in a row as Best Overall – Top Bank-Owned Brokerage (2017), *MoneySense Magazine* in partnership with *Survivor*
- Best Consumer Digital Bank In North America and 25 countries across the Caribbean, Central America and South America (2017), *Global Finance*
- Ranked #1 in Canadian Bank Digital Sales Functionality Benchmark (2016), *Forrester*
- Global Bank with the Best Digital Strategy (2016), *Retail Banker International*
- Ranked #3 in Global Mobile Banking Functionality Benchmark (2016), *Forrester*
- World's Best Multinational Workplaces (2016), *Great Place to Work*

# Global Banking and Markets: Awards and Rankings

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## Loan Syndications

- Ranked #1 in Bookrunner League Table for Syndicated Loans in Latin America (2017), *Bloomberg*
- Ranked #3 in League Table for Investment Grade Loan Syndications in Canada, and #16 in the United States (November 1, 2016 – July 31, 2017), *Thomson Reuters LPC*
- Latin America Loan of the Year Award – Brookfield US\$600 MM-equivalent dual-currency term loan (2016), *International Finance Review*
- Corporate Issuer, Quasi-Sovereign Bond and Financing Innovation of the Year Award (2016), *Latin Finance*
- Structured Financing of the Year, Syndicated Loan of the Year: New International Airport of Mexico City (2016), *Latin Finance*
- Corporate High-Grade Bond Award (2016), *Latin Finance*

## Equity

- Scotiabank's Equity Research team achieved eight #1 industry rankings and 18 top-tier sector rankings overall (2017), *Canadian Equity Investors Study by Greenwich Associates*
- Equity Research earns #1 spot in various categories (2016), *Thomson Reuters Analyst Awards*
- Ranked #3 in Equity Capital Market League Tables – Canada Retail Structured Products (2016), *Bloomberg*

## Fixed Income

- Republic of Peru – Sovereign Bond of the Year (2017), *LatinFinance*
- Republic of Peru – Liability Management Deal of the Year (2017), *Bonds & Loans Latin America*
- Fenix Power Peru – Bond Deal of the Year by a Debut Issuer (2017), *Bonds & Loans Latin America*
- Ranked #2 in Bookrunner League Table for number of Power & Utilities Bond issuances in Latin America, and ranked #3 by issuance volume (January 1, 2017 – March 27, 2018), *Bloomberg*
- Ranked #1 in Bookrunner League Table for number of Bond issuances in Peru, and ranked #1 by issuance volume (January 1, 2017 – March 27, 2018), *Bloomberg*
- Ranked #3 in Bookrunner League Table for number of Bond issuances in Chile (January 1, 2014 – March 27, 2018), *Bloomberg*
- Ranked #1 in Bookrunner League Table for number of Retailers Bond issuances in Latin America (January 1, 2014 – March 27, 2018), *Bloomberg*
- Coming Force in Supranational, Sovereign and Agency Bonds Investment Banking (2017), *Global Capital*
- Ranked #5 in Global Fixed Income League Table for Canadian Corporate Domestic Bond Issuances (2016), *Bloomberg*
- Ranked #5 in Global Equity Capital Market League Table for Canadian Equity (Equity Linked and Preferred; Equity and Equity Linked; Canadian Equity Offerings) (2016), *Bloomberg*

# Global Banking and Markets: Awards and Rankings

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## Foreign Exchange

- Best Foreign Exchange Provider in Canada, Costa Rica, Jamaica, and U.S. Virgin Islands (2018), *Global Finance*
- Best Foreign Exchange Provider in Peru (2017), *Global Finance*

## Precious and Base Metals (ScotiaMocatta)

- Best Agency Supplying Gold for the 10th consecutive year (2017), *Gem & Jewellery Export Promotion Council (GJEPC)*
- Best Nominated Bank of the Year, Excellence Awards (2017), *India International Gold Convention*
- Best Agency Supporting Exporters (2017), *Bullion Federation Global Convention*
- Best Gold Loan Bank (2016), *Bullion Federation Global Convention*
- Outstanding International Member (2016) – Second highest trading volume globally, *Shanghai Gold Exchange*
- Best Indian Bullion Bank of the Year (2016), *India International Gold Convention*

## Investment Banking/M&A

- Ranked #6 overall – and the leading Canadian financial institution – on mergers and acquisitions in the Pacific Alliance region including Peru, Chile, Mexico, and Colombia (January 1, 2017 – December 31, 2017), *Bloomberg*
- Ranked #1 overall on mergers and acquisitions in Peru (January 1, 2017 – December 31, 2017), *Bloomberg*
- Best Investment Bank in Canada (2016), *Global Finance*

## Energy – Investment Banking/M&A

- Tied for #1 in Canada by value of oil and gas M&A deals closed in Q1 2018 (November 1, 2017 – January 31, 2018), *Bloomberg*
- Tied for #1 in the world by number of oil and gas M&A deals in Fiscal 2017 (November 1, 2016 – October 31, 2017)<sup>1</sup>
- Advised on 3 of the top 4 Canadian oil and gas M&A transactions over C\$1 billion in Fiscal 2017 (November 1, 2016 – October 31, 2017), *Bloomberg*
- Advised on 5 of the top 10 largest transactions in the Eagle Ford since January 1, 2014

## Trade Finance

- Best Trade Finance Provider in the Caribbean (2016), *Global Finance*
- Winning Deals – Americas: Freeport LNG Train III (2016), *Trade Finance*

(1) Scotiabank tied for #3 in the world according to *Bloomberg* League Table; Tied for #1 when adjusted for transactions not listed on *Bloomberg*.

# Global Banking and Markets: Awards and Rankings

## Infrastructure, Power and Utilities

- Ranked #1 in Bookrunner League Table for Canadian Power & Utilities Bank Loans (January 1, 2016 to December 31, 2017), *Bloomberg*
- Ranked #1 in Bookrunner League Table for Canadian Power & Utilities Bond issuances (January 1, 2015 to December 31, 2017), *Bloomberg*
- Ranked #3 in Bookrunner League Table for Canadian Power & Utilities Equity issuances (January 1, 2015 to December 31, 2017), *Bloomberg*
- Ranked #2 in Bookrunner League Table for number of Power & Utilities Bond issuances in Latin America, and ranked #3 by issuance volume (January 1, 2017 – March 27, 2018), *Bloomberg*
- Ranked #8 in Bookrunner League Table for U.S. Utilities Bond issuances (2017), *Bloomberg*
- Ranked #8 in Bookrunner League Table for U.S. Utilities Bank Loans (2017), *Loan Price Corporation*
- Ranked #7 Canadian and U.S. Utilities M&A Financial Advisor (January 1, 2015 – December 31, 2017), *Bloomberg*
- Latin America Project & Infrastructure Finance Awards (2017), *LatinFinance*:
  - Best Airport Financing: Mexico City Airport Trust (Bond Financing)
  - Best Transport Financing: Mexico City Airport Trust (Bond Financing)
  - Best Infrastructure Financing – Mexico: Red Compartida (Project Financing)
  - Best Infrastructure Financing – Caribbean: Aeropuertos Dominicanos Siglo XXI (Loan and Bond Financing)
- National Award for Innovation and Excellence in Public-Private Partnerships (2016), *The Canadian Council for Public-Private Partnerships*
  - Gold award for Project Financing: Southwest Calgary Ring Road
  - Gold award for Infrastructure: New Oakville Trafalgar Memorial Hospital
- Deal of the Year Awards (2016), *IJ Global* (formerly *Project Finance*):
  - North American Roads Deal of the Year: Southwest Calgary Ring Road
  - Latin American Power Deal of the Year: AES Colon CCGT Gas Terminal
  - Asia Pacific Ports Deal of the Year: Port of Melbourne Privatization
  - Asia Pacific Roads Deal of the Year: Airportlink M7 Toll Road Concession PPP
- Deal of the Year Award (2016), *Project Finance International (PFI)*:
  - Asia Pacific Transport Deal of the Year: Canberra Light Rail
- Australasia-Origin Offshore Corporate Bond Deal of the Year – Sydney Airport (2016), *KangaNews*