

## Interest

The annual interest rate we charge on loans to you or pay on credit balances will be linked to the Scotiabank Prime Rate (in the case of amounts denominated in Canadian dollars) or other Scotiabank index rates (in the case of amounts denominated in currencies other than Canadian dollars) from time to time in effect. Such annual interest rates will be our prevailing spread from time to time above or below the Scotiabank Prime Rate, or other applicable Scotiabank index rate, as determined by the Bank and is subject to change without notice, may vary according to size and term of the loans or balances and may be subject to certain minimums.

## Professional Investment Programs

A leader in bringing Canadian investors innovative financial solutions, ScotiaMcLeod is pleased to carry on this tradition with our suite of managed asset and investment programs.

- < Summit
- < Pinnacle
- < iPartner
- < ScotiaMcLeod Investment Portfolios
- < Managed Portfolio Program
- < Partnership Plus

Speak to your Wealth Advisor about the type of portfolio that is right for you.

## Client Reference on Accepting Deposits

In accordance with industry standards for broker dealers, we have certain restriction on receiving deposits. In particular, cash deposits cannot be accepted (this includes Traveler's Cheques and Bank Drafts<sup>†</sup>). Also, cheques made payable to ScotiaMcLeod or the account holder, where the payor is different from the name on the account to which the cheque is being deposited, cannot be accepted. This includes cheques endorsed by a third party for deposit to a ScotiaMcLeod account<sup>†</sup>. If you have any questions about this policy, please speak with your Wealth Advisor.

## As a ScotiaMcLeod client, you are entitled to the following complimentary services:

- < Annual Trading Summary
- < Asset allocation review
- < Corporate information on holdings
- < Online access to top ranked research<sup>††</sup> and account information
- < Online access to account statements and trade confirmations
- < Pre-Authorized Contribution (PAC) Plans and Mutual Fund Systematic Withdrawal Plans
- < Retirement Planning

Enriched Thinking<sup>®</sup>

<sup>†</sup> We may elect to accept bank drafts and third party cheques from known clients if certain required information is provided.

<sup>††</sup> As identified in rankings conducted by a prominent, global financial research firm.

<sup>®</sup>Registered trademark of The Bank of Nova Scotia, used under licence.  
<sup>™</sup>Trademark of The Bank of Nova Scotia, used under licence. Scotia Wealth Management<sup>™</sup> consists of a range of financial services provided by The Bank of Nova Scotia (Scotiabank<sup>®</sup>); The Bank of Nova Scotia Trust Company (Scotiast<sup>®</sup>); Private Investment Counsel, a service of 1832 Asset Management L.P.; 1832 Asset Management U.S. Inc.; Scotia Wealth Insurance Services Inc.; and ScotiaMcLeod<sup>®</sup>, a division of Scotia Capital Inc. Wealth advisory and brokerage services are provided by ScotiaMcLeod, a division of Scotia Capital Inc. Scotia Capital Inc. is a member of the Canadian Investor Protection Fund and the Investment Industry Regulatory Organization of Canada.

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# Administration and Service Fees

April 2018

ScotiaMcLeod<sup>®</sup>,  
a division of Scotia Capital Inc.

 Scotia Wealth Management<sup>™</sup>

## Administration and Service Fees

ScotiaMcLeod offers a wide range of services to assist you in meeting your investment needs. This brochure outlines service fees which may apply in the administration of your account. Any charges you incur will be clearly marked on your account statement and/or trade confirmation. If you have any questions, please consult your Wealth Advisor.

## Fees Charged for Foreign Currency Transactions

When the transaction requires a conversion of currency, for example, the purchase of foreign currency with Canadian dollars or a securities trade in a foreign market (e.g. a U.S. market) that settles in a Canadian dollar account, a conversion of currency will be required. In all such cases, we (or a party related to us or a third party) will act as principal in converting the currency at rates established or determined by the principal. These rates are subject to change without notice and may vary according to market conditions, the type of currency involved in the transaction, and the total value of the currency being converted. The party performing the currency conversion may earn revenue on such currency conversion transaction, in addition to the commission or other fees applicable to the transaction, based on the difference between the applicable bid and ask rates for the currency then in effect (commonly referred to as the "spot rates") and the rates resulting when a spread or markup is applied to such spot rates. Revenue may also be earned based on the difference between the bid or ask rates charged to the client and the rates at which the dealer ultimately offsets any resulting foreign exchange exposure it may have, either as a net buyer or a net seller of foreign of the foreign currency. Conversion of currency will take place at the transaction date unless otherwise specified by us or parties related to us. For further information, we refer you to our Relationship Disclosure Document and Terms and Conditions brochure under the heading, "Currency Conversion and Foreign Exchange". Please contact your Wealth Advisor directly should you have any further questions about these charges.

## Service Charges

Unless otherwise indicated, fees are charged per request, and in Canadian dollars.

| Administration Fees                                                                                                                                    |                                                      |                                           |
|--------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------|-------------------------------------------|
| Returned cheques                                                                                                                                       |                                                      | \$ 40                                     |
| Wire transfers to Non-Canadian financial institutions                                                                                                  |                                                      | \$ 25                                     |
| Delivery/Registration of non-North American securities                                                                                                 |                                                      | \$ 300                                    |
| Delivery/Registration of U.S. securities                                                                                                               | USD \$                                               | 500                                       |
| Re-registration of restricted share certificate                                                                                                        |                                                      | \$ 400                                    |
| Client name registrations, including estate registration                                                                                               |                                                      | \$ 100                                    |
| Search for records <sup>1</sup>                                                                                                                        |                                                      | \$ 50                                     |
| Cheque copies                                                                                                                                          |                                                      | \$ 20                                     |
| Replacement of lost or cancelled certificate (additional Indemnity Fee may be charged, as applicable)                                                  |                                                      | \$ 100                                    |
| Depository Trust Company (DTC) reject fee <sup>2</sup>                                                                                                 | USD \$                                               | 75                                        |
| Account Fees                                                                                                                                           |                                                      |                                           |
| Tax-Free Savings Account (TFSA) <sup>3</sup>                                                                                                           |                                                      | \$ 75                                     |
| Non-registered account fee <sup>4</sup> (charged annually to accounts holding less than \$100,000 in total assets)                                     |                                                      | \$ 250                                    |
| "Pledge" account (set-up fee)                                                                                                                          |                                                      | \$ 125                                    |
| Unclaimed account fee (charged annually to all account types)                                                                                          |                                                      | \$ 350                                    |
| Account Transfers Out                                                                                                                                  |                                                      |                                           |
| All assets transferred (charged per account)                                                                                                           |                                                      | \$ 159                                    |
| Transfers of individual assets within an account (charged per position, to a maximum of \$159)                                                         |                                                      | \$ 50                                     |
| Mutual Fund Service Charges                                                                                                                            |                                                      |                                           |
| Purchase transactions of no-load and front-end money market mutual funds and similar deposit products <sup>3</sup> (charged based on account currency) |                                                      | \$ 20                                     |
| Safekeeping Fees for Gold/Silver Certificates (ScotiaMocatta Storage Fee)                                                                              |                                                      |                                           |
| Gold certificate (charged per 100 oz. per day) (minimum USD \$5.00 per annum)                                                                          | (first 2,000 oz.)<br>(next 8,000 oz.)<br>(remainder) | USD \$ 0.03<br>USD \$ 0.02<br>USD \$ 0.01 |
| Silver certificate (charged per 50 oz. per day) (minimum USD \$5.00 per annum)                                                                         |                                                      | USD \$ 0.05                               |

| Registered Plans — Annual Administration Fees <sup>5</sup>                                                                                                        |                                                       |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------|
| Registered Retirement Savings Plans (RRSP)                                                                                                                        | \$ 159                                                |
| Locked-In Retirement Account (LIRA)                                                                                                                               | \$ 99                                                 |
| Locked-In RRSP (LRSP) (including Restricted Locked-In Savings Plan (RLSP))                                                                                        | \$ 99                                                 |
| Registered Retirement Income Fund (RRIF) (including Locked-In RIF (LRIF) and Prescribed RIF (PRRIF))                                                              | \$ 159                                                |
| Life Income Fund (LIF) (including Federal Restricted LIF (RLIF))                                                                                                  | \$ 159                                                |
| Registered Education Savings Plan (RESP) <sup>3</sup>                                                                                                             | \$ 50                                                 |
| Additional Fees                                                                                                                                                   |                                                       |
| De-Registration of plan (charge per plan)                                                                                                                         | \$ 100                                                |
| Partial de-registration of plan                                                                                                                                   | \$ 25                                                 |
| Registered Swap Fee (charge per swap)                                                                                                                             | \$ 35                                                 |
| Special Holdings                                                                                                                                                  |                                                       |
| Shares in Canadian Controlled Private Corporation (CCPC), Venture Capital Corporation (VCC) and Mortgage Investment Corporations (MIC) including shares in escrow | \$ 300 per issue and \$ 25 per subsequent transaction |
| Non-arm's length mortgage on a principal residence (plus \$150 Bank set-up plus mortgage account costs and \$225 Annual Trustee Admin Fee)                        | \$ 300 set-up fee<br>\$ 60 annual fee                 |

Certain fees and service charges may be subject to GST/HST as applicable.

GST/HST # 868176249

The fees outlined in this brochure are effective April 1, 2018.

1. This fee is applied to each calendar year request on items such as statements, Annual Trading Summaries and tax receipts.
2. This fee is applied upon rejection of a U.S. certificate withdrawal by the Transfer Agent.
3. Some exceptions may apply.
4. Assets are determined by the market value of all the accounts or individuals sharing your primary address. The Non-registered account fee is not applicable to Professional Investment Programs, as defined in this brochure.
5. Fees charged are for the period of January 1 to December 31, or any part thereof, payable on September 15. Annual fees may vary for associations or corporate group plans where customized service offerings have been established. Annual Administration Fees are not applicable to Professional Investment Programs, as defined in this brochure.