



## Understanding your annual reports

The Investment Performance  
Report and Annual Fees and  
Compensation Report

All the information you need  
at a glance

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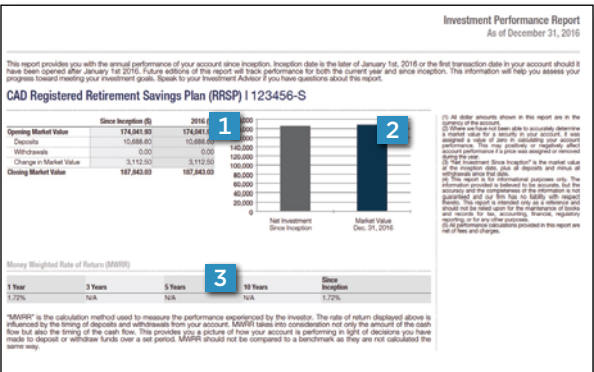
Managing an investment portfolio takes time, but understanding your costs and performance shouldn't.

Accordingly, we've designed a set of reports that are simple, user-friendly and, more importantly, easy to read.

- // Your Investment Performance Report as well as your Annual Fees and Compensation Report will be sent to you each January.
- // Your Investment Performance Report indicates the performance for each of your accounts, net of the fees you have paid.
- // The information in the Fees and Compensation Report will help you understand the fees you paid to us as well as the amounts we have received for servicing your account.
- // All amounts displayed are in the currency of the account.
- // Please contact your Investment Advisor should you have any questions about the information in these reports.

# The Investment Performance Report

The Investment Performance Report displays account performance starting in 2016. It includes three sections.



## 1 — Account Value

Here you will find the starting market value for the reporting period as well as the deposits, withdrawals and changes in market value.

## 2 — Net Investment vs. Year-End Market Value

Net Investment is the opening market value of your account plus all deposits and minus all withdrawals. Market value at December 31 is your account's closing net value at year end. The bar graph lets you assess the performance of your account for the period in light of your decisions to add or withdraw assets from your account.

## 3 — Money-Weighted Rate of Return

Also known as the internal rate of return, this measure takes into consideration the timing of deposits and withdrawals together with the performance of the investments. It helps you evaluate your account's

performance relative to your investment goals. Money-Weighted Rate of Return is not suitable for comparison to a benchmark as it is personal to you.

## Notes about Performance Calculations

Money-Weighted Rate of Return calculations require positive account values. As a result, if your account had a negative value at either the beginning or end of the reporting period, the rate of return may be displayed as N/A for Not Available.

If a market value for a security held in your account is unavailable, a default value of "0" will be applied. This may impact the performance calculation for your account.

Performance will be calculated as of your first transaction for accounts that are opened after January 1, 2016.

## The Annual Fees and Compensation Report

This report is split into two sections: Amounts you paid directly to us and amounts we received from third parties.

Annual Fees and Compensation Report		2016
<p>This report summarizes the amounts we received directly and indirectly, over the past year, to provide you with advice and to service your investment account. A portion of this amount is paid as remuneration to your Investment Advisor and the remainder is kept by our firm to service and support your investment portfolio. Our compensation comes from two sources: What you pay us directly and what we receive from third parties. Should you need an explanation for any of the amounts presented in this report, please contact your Investment Advisor.</p>		
<p><b>CAD Registered Retirement Savings Plan (RRSP)   123456-S</b></p>		
<p><b>Amounts You Paid Directly to Us</b></p>		
<p><b>Administrative Fees</b></p>		
Account Administration	\$ 100	<p><b>4</b> Administrative Fees are associated with operation of your account not related to trading. Examples of these costs may include, but are not limited to: Custody, Transfer and Annual Administrative Fees and will vary based on the type of account and the activities in your account.</p>
Operations and Transfers		
Specialized Services		<p><b>5</b> Transaction charges are incurred when you buy or sell securities. They may include: commissions, spreads and other processing charges.</p>
Miscellaneous		
<b>Sub-Total</b>		
<p><b>Transactions</b></p>		
Equities, ETFs and Options	\$ 20	<p><b>6</b> Fee-Based Services represent the periodic charges to your account based on your account services agreement with us. Examples of this type of charge may include, but are not limited to: Management Fees, Advisory Fees and Performance Fees.</p>
Fixed Income		
Mutual Funds		<p><b>7</b> Client Credit is the total amount of costs reimbursed to you by your Investment Advisor.</p>
Miscellaneous		
<b>Sub-Total</b>		
<p><b>Fee-Based Services</b></p>		
Portfolio Advisory		<p><b>8</b> For details on taxable or non-taxable charges, please contact your Investment Advisor.</p>
Management Costs	\$ 1,611	
Fee-Based Portfolios		<p><b>9</b> Third Party Remuneration is the amount paid to us by third parties with regard to the investments in your account. These payments may include commissions from the issuer for the purchase of investments with a deferred sales charge structure, or trading commissions paid for the ongoing maintenance of the positions in your account as well as acquisition fees collected when you tender to an offer as a part of a corporate action. Please see note (7) in the adjacent column for a description of how these amounts may impact the value of your investments. Please see note (2) in the adjacent column for a description of how New Issue Commissions. New Issue Commissions are shown as "N/A" in the dollar amount column for 2016, but will be reported as a dollar amount starting in 2017.</p>
Custody and Asset Administration		
<b>Sub-Total</b>		
<p><b>Client Credit</b></p>		
<b>Taxes</b>		
<b>Total Amount You Paid Directly</b>	<b>\$ 1,727</b>	
<p><b>Amounts We Received from Third Parties</b></p>		
<p><b>Third Party Remuneration</b></p>		
Compensation		
Trading Commissions		
New Issue Commissions		
<b>Total Amount We Received from Third Parties</b>	<b>\$ 0</b>	
<b>TOTAL</b>	<b>\$ 1,727</b>	

(1) Managers and/or issuers may pay an ongoing listing commission for the services we provide you. The amount of the trading commission depends on the sales charge structure of the security you purchased. You are not directly charged the trading commission and/or the management fee. But, these fees affect you because they reduce the amount of the security's return to you. Information about management fees and other charges to your securities are included in documents such as prospectuses or fund facts.  
 (2) For new issue securities sold to you during the period covered by this report, a portion of the amount you paid to purchase the new issue securities was paid to us by the securities' issuing company as compensation for the new issue distribution advice we provided to you. These commissions do not necessarily result in a dollar-for-dollar reduction of your profit or release of your fees on these investments. You may find information about the commission structure in the prospectus or other product information documents.  
 (3) For any transaction requiring currency conversion, we may include, in addition to the commission for brokering, an income from the conversion.  
 (4) For transactions of fixed income securities that are bought from you or sold to you during the period covered by this report, the dealer fee may have accrued to the prior year paid in the case of a purchase or deducted from the prior year received in the case of a sale. This amount is in addition to any commissions you may charge.  
 (5) This summary is provided for information purposes only and should not be construed as an offer or document. We recommend you consult with your tax advisor to comply with the applicable tax legislation. Multitudes announced after December 31st are not included in this report.

## **Amounts You Paid Directly to Us**

These are your direct costs and reduce your account performance by decreasing the overall value of the account.

### **4 — Administrative Fees**

These are the costs of operating your account which are not related to trading or a fee-based account structure. The amounts shown here pertain to operating costs including wire payments, annual account fees, account transfer fees, the cost of debit interest, etc.

### **5 — Transactions**

These are the costs directly related to trading and are grouped according to the type of asset traded.

### **6 — Fee-Based Services**

This will only appear if your account agreement stipulates a periodic charge for services such as trading or portfolio management.

### **7 — Client Credit**

This will only appear when an amount has been credited by us to your account.

### **8 — Taxes**

This is the amount of Federal and Provincial tax charged to you as applied to the services we have provided.

## **Amounts We Received from Third Parties**

These are amounts we received from third parties as compensation for assets held in your account.

## 9 — Third-Party Remuneration: Compensation and Trailing Commission

The compensation component shows the amounts that have been paid to us by the issuer of an investment and do not necessarily affect the performance of your account.

Trailing commissions are paid by fund managers as compensation for servicing your account. These fees impact you as they reduce the value of the fund by affecting the expenses of the fund.

### **Notes about Fees and Compensation**

Adjustments processed after December 31 are not reflected in this report.

Please contact your Advisor for a schedule of charges applicable to your account.

This guide is intended to provide clients with a better understanding of their annual report features and to address potential questions. Report values depicted in images are for illustrative purposes only and do not represent actual performance or compensation details.

<sup>W</sup>**HollisWealth**<sup>®</sup>

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