

## Understanding Our Brokerage and Fee-based Investment Management Programs

At Edward Jones, our relationship begins by getting to know you and your financial goals. This helps us understand why you are investing so that our discussions about investments make sense.

Edward Jones is registered and provides services as an investment dealer. We provide below a summary of our brokerage and fee-based programs, as well as the differences in legal and regulatory responsibilities which apply to these services.

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### Our Brokerage Services

Brokerage services allow for you to provide us with instructions to buy, sell and hold your investments. We provide you with investment education, research and planning tools. Depending on your account type, we may make recommendations about your investments. You make each investment decision and do not delegate such decisions to us.

### Our responsibilities when providing brokerage services

Applicable provincial and territorial securities laws, regulations and self-regulatory organizations set forth our responsibilities. These include that we:

- Obtain your investment profile, including your age, investment experience, time horizon, liquidity needs, risk tolerance, financial situation and needs, tax status and investment objectives
- Act under a suitability responsibility to you; this means that we provide information about investments that we believe are suitable for you based on your investment profile
- Provide information about investments based on the nature of the security as well as its potential risks and rewards
- Obtain prices for trades that are fair and reasonable according to market conditions and make sure that the commissions and fees that you pay are not excessive

### How are we paid for brokerage services?

You pay the cost for each investment that you buy. Depending on what you buy, you may pay commissions, markups or markdowns, sales charges and administrative fees. For more information regarding the fees, commissions and other payments earned by Edward Jones and our financial advisors, please visit <https://www.edwardjones.ca/disclosures/account-fees/compensation-fees.html>

### What is your financial advisor's role when providing brokerage services?

Your financial advisor helps you identify your investment profile, goals and strategies to assess which types of investments may be suitable for you. Then your financial advisor discusses investments with you based on your financial circumstances, risk tolerance and investment objectives. Your financial advisor serves as your key relationship contact for all of your Edward Jones accounts.

### Our Fee-based Investment Programs

Fee-based investment management programs enable you to receive personalized solutions from your Edward Jones advisor for one simple fee. With fee-based solutions, such as Edward Jones Guided Portfolios and Edward Jones Portfolio Program, you pay an ongoing fee based on a percentage of the assets held in each program. There are typically no fees to enter or leave the program.

Fee-based programs allow you to choose how involved you want to be with daily investment decisions. You may choose to delegate such decisions to professional money managers or remain involved in investment decisions. The services we offer depend on which fee-based program you may select. For each of our fee-based programs, you will want to read the program's brochure and/or client agreement which describe the program and fees.

### What is your financial advisor's role when providing fee-based investment management services?

Your financial advisor helps you identify your financial situation and investment objectives to assess the type of fee-based program that may be suitable for you. Then your financial advisor discusses the type of fee-based program that may fit you based on your investment objectives and any reasonable restrictions you may impose. Your financial advisor serves as your key relationship contact for all of your Edward Jones accounts.

## Understanding Our Brokerage and Fee-based Investment Management Programs

### Edward Jones Guided Portfolios®

#### What is Edward Jones Guided Portfolios?

Edward Jones Guided Portfolios is a non-discretionary, fee-based program. Rather than paying commission costs for each trade, you pay a simple, transparent monthly fee based on the value of your assets invested in the program. This program is anchored around providing solutions-based advice through a disciplined process that provides you with a financial strategy, structured investment guidelines and a defined review process. For more information, please see our Guided Portfolios brochure <https://www.edwardjones.ca/investments-services/wealth-management/edward-jones-guided-portfolios.html>

#### How are we paid for our services?

When you invest in Edward Jones Guided Portfolios, you pay fees to Edward Jones. In this program, the fee is based on the account's average daily total asset value which will increase or decrease based on the value of assets in your account ("Program Fee"). The Program Fee includes a tailored financial strategy, regular portfolio reviews and rebalancing, trade execution, performance reporting and general administrative services associated with your account. You also incur internal fees and expenses in the mutual funds and exchange-traded funds (ETFs) in your account.

#### How is your financial advisor compensated?

Your financial advisor receives a portion of the Program Fee as a form of compensation.

### Edward Jones Portfolio Program®

#### What is the Edward Jones Portfolio Program?

Edward Jones Portfolio Program is a managed investment program. Your account is invested in a Portfolio Model suitable to your investment objectives, which is managed by SEI and is made up of a suite of individual SEI mutual funds. SEI is a "manager of managers", and is responsible for the portfolio asset allocation and rebalancing within the Portfolio Model. Within the underlying mutual funds, SEI is responsible for money manager selection, oversight, evaluation and replacement. For more information, please see our Portfolio Program page <https://www.edwardjones.ca/investments-services/wealth-management/edward-jones-portfolio-program.html>

#### How are we paid for our services?

When you invest in the Edward Jones Portfolio Program, you pay fees to Edward Jones. Each individual SEI mutual fund has its own management and Investor Agent fees that are fixed and an operating expense which fluctuates depending

on the expenses the fund actually incurs. The overall fee charged to the Portfolio Model ("Program Fee") will be the weighted average of the fees and expenses of the funds held within it and will increase or decrease based on the value of assets in your account. The Program Fee includes trade execution, performance reporting, ongoing monitoring and evaluation of program investments, investment management fees and general administrative services associated with your account.

#### How is your financial advisor compensated?

Your financial advisor receives a portion of the Program Fee as a form of compensation.