

## Understanding how we are compensated for financial services

At Edward Jones, our approach to financial services is different. By living and working in your community, our financial advisors can meet with you personally to discuss investment strategies to help achieve your goals. It is important that you understand the potential benefits, risks, fees and costs of the services we provide.

When we do business with you, our financial advisors and the equity owners of our firm may benefit financially from fees, commissions and other payments from you and our investment providers. These financial incentives may create a conflict of interest. We believe that the best investor is a well-informed investor. This disclosure document will give you information about how we are compensated and potential conflicts of interest.

### We encourage you to:

- Read all disclosure information and understand the fees, commissions and costs for our services before you invest or borrow money
- Ask your financial advisor questions to help you understand the commissions and fees you may pay
- Review your account statements and trade confirmations for the fees, commissions and costs that impact your account(s) with us

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### How is Edward Jones compensated for financial services?

We earn our revenue primarily from our clients. We also earn revenue from product providers and money managers ("third parties") who assist us in providing the investments and services that we offer you.

#### Our revenue from clients includes:

- Commissions you pay when you buy or sell equities and fixed-income investments (This applies when we act as agent or broker)
- Markups and markdowns on your price when you buy or sell securities (This applies when we act as principal, buying and selling from our own inventory, primarily for bonds)
- Sales loads (sales charges), commissions or concessions derived from the offering and sale of various managed investments such as mutual funds and segregated funds
- Fees based on the value of your assets in our fee-based programs
- Interest on margin accounts
- Miscellaneous fees such as fees for registered retirement accounts, wire transfers, returned cheques and account transfer fees.

#### Our revenue from third parties includes:

- Payments from mutual fund companies in the form of service fees and trailing commissions, which are fully described in the applicable prospectus or offering document
- Referral fees from mortgage providers
- Profits from our trading activities and foreign exchange transactions
- Interest earned on investment of free credit balances in client accounts
- Payments from insurance companies in the form of commissions and servicing fees for insurance and annuity products you purchase
- Underwriting discounts or concessions connected to new offerings of equity, fixed-income or other investments
- A portion of the fees paid by issuing companies to Broadridge Investor Communications Solutions, Inc., an unaffiliated third party vendor with which we contract to distribute proxies, periodic reports and voting instruction information to our clients

## How is your financial advisor compensated for financial services?

Your financial advisor provides information about investment strategies to help you achieve your goals. Depending on your account type, your financial advisor may provide investment recommendations. While some investments provide more compensation to your financial advisor than others, this should not influence the investment information or recommendations you may receive. Please ask your financial advisor to explain any commissions, sales charges, markups and fees which may apply to any investments you may consider. Your financial advisor receives compensation and may receive opportunities which may be interpreted as a type of incentive, including:

**Commissions** – When you buy or sell certain investments, such as stocks, bonds and exchange-traded funds, you pay a commission or a sales charge. The amounts differ depending on the investment and the amount of the transaction. Edward Jones also receives payments from the mutual fund or insurance companies if you buy mutual funds, annuities or insurance policies. Edward Jones pays your financial advisor a portion of these charges and payments which may vary based on your financial advisor's years of experience, the type and amount of the investment, and discounts, if any.

**Asset-based fees (fee-based programs)** – When you participate in one of our fee-based programs (Edward Jones Guided Portfolios® or Edward Jones Portfolio Program®), you pay a monthly program fee as a percentage of assets to Edward Jones instead of commissions for each buy or sell transaction. This program fee is based on the value of your account. In all our fee-based programs, a portion of your program fees are paid to your financial advisor. The payout level to your financial advisor will depend on the account value, taking into account any fee reductions if applicable to the program. In addition, the payout level will vary based on years of experience. An administrative fee may be assessed for certain record-keeping and accounting services. Some investments that can be held within our fee-based programs may also have third-party internal expenses, which are paid to a third-party for the management of funds. For information about our fee-based programs, please see <https://www.edwardjones.ca/ca-en/investment-services/wealth-strategies>

**Account-based fees** – Your account fees depend on the type of accounts you have with us. For brokerage accounts and individual retirement accounts, please see <https://www.edwardjones.ca/ca-en/investment-services/account-options>

**Trailing commissions** – In general, mutual fund companies pay a portion of its management fee to the dealer handling your portfolio as a trailing commission (or trailer fee). It is paid for as long as you own the Fund for the services and advice that your financial advisor and their firm provide to you. We pay a portion of these fees to your financial advisor which will vary based on years of experience. The trailing commission reduces the amount you earn from your mutual fund or variable annuity. For more detailed information, ask your Edward Jones financial advisor for a prospectus or offering document.

**New asset bonuses** – During a financial advisor's first three years after being registered, Edward Jones pays monthly bonuses based on the accumulation of specified new assets brought to the firm.

**Internal incentive programs** – We may offer internal incentive programs that may provide financial advisors and branch office administrators with an opportunity to earn additional compensation or prizes. These programs exist during a specified duration and are voluntary.

**Branch bonus** – In periods in which Edward Jones has reached a certain level of profitability and the branch is also bonus eligible, the financial advisor is eligible to receive a branch bonus based on the financial performance of the branch.

**Branch P&L** – Revenues and expenses of Edward Jones are assigned to each branch's Profit and Loss Statement (branch "P&L"). The branch receives P&L credits for commissions, trailing commissions and other fees we receive. The branch also receives P&L credits for revenue generated from certain client activities which have no direct payout to your financial advisor, so your financial advisor may benefit financially from credits to the branch P&L without directly receiving any portion of such revenue. Additionally, the branch receives a P&L credit based on net new assets in the branch. Expenses directly related to the branch, such as rent, communications and employee compensation and benefits, are charged against the branch P&L.

**Referral fees** – Your financial advisor receives a portion of the referral fee that Edward Jones receives from mortgage providers for the funding of a mortgage.

**Profit sharing** – We have long believed in sharing the profits of the firm with our associates. All of our associates, including financial advisors, receive contributions to an employer-sponsored retirement plan based on their total compensation, which includes direct compensation and bonuses. All contributions are immediately 100% vested.

**Travel awards program** – Our financial advisors are eligible to participate in the Edward Jones Travel Awards Program, which includes domestic and international trips, or a cash award in lieu of a trip. To qualify, financial advisors must achieve prescribed performance standards.

**Noncash incentives** – Third-party providers such as mutual fund wholesalers, segregated fund wholesalers and investment managers may pay certain expenses on behalf of financial advisors, including expenses related to training and educational efforts. Third parties may occasionally provide financial advisors with non-monetary benefits of a promotional nature and of minimal value, or engage in business promotion activities that result in non-monetary benefits to the financial advisor. Additionally, third parties may provide us and our financial advisors with access to certain research tools or software which is developed or subscribed to by the third parties.

**Awards and recognition** – We strive to recognize the success of our financial advisors with awards and recognition, which may be interpreted as a type of incentive.

- **Annual financial advisor exceeding conference** – Each year, a conference is held to reward and recognize our financial advisors with exceeding results within a specified time range. Attendance at this event is a step towards qualifying for the Annual Financial Advisor Leader's Conference, the Annual Managing Partner's Conference and the Annual Drucker Conference. The conference offers additional training for our advisors to provide value through advanced solutions.

- **Annual managing partner's conference** – Each year, a limited number of the firm's top financial advisors are recognized based on their previous year's production and contribution to the firm.
- **Annual financial advisor leaders conference** – Each year, a conference is held that recognizes and offers additional training to financial advisors with prior year's production within a specified range which places them among the leaders of the firm.
- **Annual Drucker conference** – This conference recognizes the top teams of financial advisors and branch office administrators based on production and client satisfaction as measured by independent surveys.
- **Annual regional meetings** – We hold annual meetings that include an awards banquet to recognize financial advisors' career success. Plaques and mementos recognize the completion of special training, holding a volunteer position such as trainer or mentor, or reaching a special accomplishment or level of production.
- **Partnership** – In addition to compensation, Edward Jones financial advisors have been offered partnership interests in the past. Such opportunities may be interpreted as a type of incentive.
- **Partnership opportunity** – The Jones Financial Companies, L.L.L.P., which is the owner of Edward Jones, is not a publicly traded company. It is a limited partnership owned by its partners, who include financial advisors, branch office administrators and headquarters associates. Financial advisors may be given the opportunity to become limited and/or general partners in The Jones Financial Companies, L.L.L.P., and in that capacity to share in the earnings of Edward Jones and its affiliates. Partners' earnings vary based on the firm's profitability. The amount a partner earns depends on which category of capital the partner owns and how much he or she has invested. All revenue that contributes to Edward Jones' profitability has a positive impact on the amount of income each partner receives.

## 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.

### 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/ca-en/disclosures/account-fees/our-compensation-fees>

### 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 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.

Our 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.

## 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 our fee-based programs. 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 visit <https://www.edwardjones.ca/ca-en/investment-services/wealth-strategies/guided-portfolios>

### 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 may also incur internal fees and expenses for any mutual funds or exchange-traded funds (ETFs) you may hold in your fee-based 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 within the Portfolio Model. Within the underlying mutual funds, SEI is responsible for money manager selection, oversight, evaluation and replacement. For more information, please visit <https://www.edwardjones.ca/ca-en/investment-services/wealth-strategies/portfolio-program>

### 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.

## ■ Mutual Funds

### What is a mutual fund?

Mutual funds, including money market funds, are professionally-managed portfolios of securities that pool the assets of individuals and organizations to invest toward a common objective, such as current income or long-term growth.

The Trading Expense Ratio (TER) is the cost for the daily trading of securities that occurs within the mutual fund and varies based on the trading activity. The TER is expressed as a ratio of these charges versus the Net Asset Value of the fund.

The MER and TER are captured in the Net Asset Value (NAV) of the fund, and both impact the return of the fund. To understand the costs associated with any fund, we recommend you review a copy of the fund's prospectus or Fund Facts Document.

### How are we paid for our service?

#### Buying & Selling

There is no upfront commission or associated redemption schedule tied to your initial purchase date(s) for the purchase of any mutual fund offered for sale at Edward Jones.

#### Mutual funds in Brokerage Accounts:

There is no fee charged by the dealer to buy or sell mutual funds used exclusively in brokerage accounts (A-series for full service brokerage firms). The dealer receives an ongoing portion of the management fee from the fund company (see Trailing commission).

#### Mutual funds in Fee-based Accounts:

There are no trailer or services fees paid to the dealer for mutual funds used exclusively in fee-based accounts (F-series). Investors are charged an account fee by the dealer directly for advice and services.

#### Owning

The Management Expense Ratio (MER) is expressed as a percentage of the fund's net average assets. The MER pays for professional management of the fund, the fund's operating expenses and, depending on the series of fund, compensation to Edward Jones as a trailer, or service fee. You do not pay the MER directly but it reduces the return of the fund. A fund MER of 2%, as an example, equals \$20 for every \$1,000 invested.

#### Trailing commission

Mutual fund companies pay a portion of its management fee to the dealer handling your portfolio as a trailing commission (or trailer fee). It is paid for as long as you own the Fund for the services and advice that your financial advisor and their firm provide to you.

### How is your financial advisor compensated?

Your financial advisor receives a portion of any ongoing service fees the Fund Company pays to Edward Jones. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

\* Deferred Sales Charge (DSC) and Low Load (LL) purchase options are not available for purchase from Edward Jones.



## ■ Corporate Bonds

### What is a corporate bond?

A corporate bond is a loan to a corporation. When you buy a bond, the corporation pays interest, usually making a payment twice a year. At a stated date in the future, called the maturity date, the corporation returns your principal if you continue to hold the bond. The maturity dates on corporate bonds can range from one year to 40 years.

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### How are we paid for our services?

#### Newly-issued corporate bonds

Edward Jones may sell newly-issued corporate bonds as an underwriter or selling group member. We receive a selling fee, which is incorporated into the initial offering price. You will see the selling fee displayed as part of the Edward Jones' Compensation in the trade confirmation. We may also receive an underwriting fee and a management fee.

#### Secondary corporate bonds

Secondary corporate bonds are transactions involving previously issued bonds. When you buy or sell, Edward Jones may act as either an agent or a principal. If we act as an agent, your trade confirmation will display the commission you pay, which may be up to 1.8% of the dollar amount you buy and up to .75% of the dollar amount you sell.

If you buy a bond from our inventory or sell a bond that we purchase directly from you, we act as a principal. You will see the markup or markdown, which is included in the price, displayed as a line item in the trade confirmation. The markup may be up to 1.8% of the dollar amount you buy and the markdown may be up to .75% of the dollar amount you sell. The price is also adjusted to reflect changes in interest rates and market prices that have occurred since we bought the security. As a result of these changes, Edward Jones may earn revenue or incur losses from buying or selling securities as principal.

### How is your financial advisor compensated?

Your financial advisor receives a percentage of any commissions or charges for corporate bonds. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

## ■ Guaranteed Investment Certificates (GICs)

### What is a GIC?

GICs are savings instruments issued by banks, loan and trust companies, and credit unions. When you buy a GIC, you lend the bank, loan and trust company, or credit union a set amount of money, which the bank, loan and trust company, or credit union may use to invest in securities or loans. At maturity, the bank, loan and trust company, or credit union will return the principal plus interest earned over the life of the GIC, subject to their conditions and ability to meet obligations. GICs offer a variety of maturities and interest payment options.

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### How are we paid for our services?

#### Newly-issued GICs

We offer GICs at face value. We receive a selling fee, which is incorporated into the price. You will see the selling fee displayed as Edward Jones' Compensation in the trade confirmation.

### How is your financial advisor compensated?

Your financial advisor receives a percentage of any commissions or charges for GICs. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.



## ■ Crown Corporation Bonds

### What is a Crown Corporation bond?

Crown Corporation bonds are bonds issued by government agencies, such as Farm Credit Canada, Export Development Canada, and Canada Housing Trust. When you buy a crown corporation bond, the issuer pays you interest on the number of bonds you purchase. At a stated date in the future (the maturity date), the issuer returns your principal to you if you continue to hold the bond. The maturity dates typically range from one year to 40 years.

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### How are we paid for our services?

#### Newly-issued crown corporation bonds

Edward Jones may sell newly-issued crown corporation bonds as an underwriter or selling group member. We receive a selling fee, which is incorporated into the initial offering price. You will see the selling fee displayed as Edward Jones' Compensation in the trade confirmation. We may also receive an underwriting fee and a management fee.

#### Secondary agency bonds

Secondary Crown Corporation bonds are transactions involving previously issued bonds. When you buy or sell, Edward Jones may act as either an agent or a principal. If we act as an agent, your trade confirmation will display the commission you pay, which may be up to 1.8% of the dollar amount you buy and up to .75% of the dollar amount you sell.

If you buy a bond from our inventory or sell a bond that we purchase directly from you, we act as a principal. You will see the markup or markdown, which is included in the price, displayed as a line item in the trade confirmation. The markup may be up to 1.8% of the dollar amount you buy and the markdown may be up to .75% of the dollar amount you sell. The price is also adjusted to reflect changes in interest rates and market prices that have occurred since we bought the security. As a result of these changes, Edward Jones may earn revenue or incur losses from buying or selling securities as principal.

### How is your financial advisor compensated?

Your financial advisor receives a percentage of any commissions or charges for crown corporation bonds. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

## ■ Government of Canada Securities

### What are Government of Canada Securities?

Government of Canada securities are debt obligations of the Canadian government. These include bills, notes, bonds, and real return bonds. When you buy a Government of Canada security, you lend money to the federal government for a specified period of time. Government of Canada bills are short-term instruments with maturities of no more than one year.

Government of Canada notes are intermediate- to long-term investments, typically issued in maturities of two, three, five, seven and 10 years. Government of Canada bonds cover terms of more than 10 years and are currently issued in 30-year maturities. Interest is paid semiannually.

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### How are we paid for our services?

#### Secondary Government of Canada securities

Secondary Government of Canada securities are transactions involving previously issued securities. When you buy or sell, Edward Jones may act as either an agent or a principal. If we act as an agent, your trade confirmation will display the commission you pay, which may be up to 1.15% of the dollar amount you buy and up to 0.4% of the dollar amount you sell.

If you buy government securities from our inventory or sell securities that we purchase directly from you, we act as a principal. You will see the markup or markdown, which is included in the price, displayed as a line item in the trade confirmation. The markup may be up to 1.15% of the dollar amount you buy and the markdown may be up to 0.4% of the dollar amount you sell. The price is also adjusted to reflect changes in interest rates and market prices that have occurred since we bought the security. As a result of these changes, Edward Jones may earn revenue or incur losses from buying or selling securities as principal.

### How is your financial advisor compensated?

Your financial advisor receives a percentage of any commissions or charges for Government of Canada securities. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

## ■ Provincial Bonds

### What is a provincial bond?

A provincial bond is a loan to a province. When you buy a bond, the province pays interest, usually making a payment twice a year. At a stated date in the future, called the maturity date, the province returns your principal if you continue to hold the bond. The maturity dates on provincial bonds can range from one year to 50 years.

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### How are we paid for our services?

#### Newly-issued provincial bonds

Edward Jones may sell newly-issued provincial bonds as an underwriter or selling group member. We receive a selling fee, which is incorporated into the initial offering price. You will see the selling fee displayed as part of the Edward Jones' Compensation in the trade confirmation. We may also receive an underwriting fee and a management fee.

#### Secondary provincial bonds

Secondary provincial bonds are transactions involving previously-issued bonds. When you buy or sell, Edward Jones may act as either an agent or a principal. If we act as an agent, your trade confirmation will display the commission you pay, which may be up to 1.15% of the dollar amount you buy and up to 0.4% of the dollar amount you sell.

If you buy a bond from our inventory or sell a bond that we purchase directly from you, we act as a principal. You will see the markup or markdown, which is included in the price, displayed as a line item in the trade confirmation. The markup may be up to 1.15% of the dollar amount you buy and the markdown may be up to 0.4% of the dollar amount you sell. The price is also adjusted to reflect changes in interest rates and market prices that have occurred since we bought the security. As a result of these changes, Edward Jones may earn revenue or incur losses from buying or selling securities as principal.

### How is your financial advisor compensated?

Your financial advisor receives a percentage of any commissions or charges for provincial bonds. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

## ■ Strip Bonds

### What is a strip bond?

A strip bond is a fixed-income product that makes no interest payments but returns the full face value at maturity. Strip bonds are purchased at a discount. At a stated date in the future, called the maturity date, your principal is returned if you continue to hold the bond. The maturity dates on strip bonds can range from one year to 30 years.

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### How are we paid for our services?

#### Secondary strip bonds

Secondary strip bonds are transactions involving previously-issued bonds. When you buy or sell, Edward Jones may act as either an agent or a principal. If we act as an agent, your trade confirmation will display the commission you pay, which may be up to 1.8% of the dollar amount you buy and up to .75% of the dollar amount you sell.

If you buy a bond from our inventory or sell a bond that we purchase directly from you, we act as a principal. You will see the markup or markdown, which is included in the price, displayed as a line item in the trade confirmation. The markup may be up to 1.8% of the dollar amount you buy and the markdown may be up to .75% of the dollar amount you sell. The price is also adjusted to reflect changes in interest rates and market prices that have occurred since we bought the security. As a result of these changes, Edward Jones may earn revenue or incur losses from buying or selling securities as principal.

### How is your financial advisor compensated?

Your financial advisor receives a percentage of any commissions or charges for strip bonds. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

## ■ Retirement Savings Bonds

### What is a retirement savings bond?

Retirement Savings Bonds (RSBs) combine some of the features of zero coupon bonds, known as STRIPS, and Provincial Bonds in a package to provide an investor with an enhanced level of income at a future date, referred to as the Payout Date. In addition to the deferred income, the initial capital investment is also returned to the investor at maturity.

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### How are we paid for our services?

#### Secondary retirement savings bonds

Secondary retirement savings bonds are transactions involving previously-issued bonds. When you buy or sell, Edward Jones may act as either an agent or a principal. If we act as an agent, your trade confirmation will display the commission you pay, which may be up to 1.8% of the dollar amount you buy and up to .75% of the dollar amount you sell.

If you buy a bond from our inventory or sell a bond that we purchase directly from you, we act as a principal. You will see the markup or markdown, which is included in the price, displayed as a line item in the trade confirmation. The markup may be up to 1.8% of the dollar amount you buy and the markdown may be up to .75% of the dollar amount you sell. The price is also adjusted to reflect changes in interest rates and market prices that have occurred since we bought the security. As a result of these changes, Edward Jones may earn revenue or incur losses from buying or selling securities as principal.

### How is your financial advisor compensated?

Your financial advisor receives a percentage of any commissions or charges for retirement savings bonds. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

## ■ Structured Bonds

### What is a structured bond?

Structured bonds can be extendible or callable. Extendible or callable bonds offer predetermined interest payments like other bonds, but the issuer has the option to extend the bond maturity or call the security away from Bondholders. Some structured bonds may have a step-up feature that allows the coupon of the bond to increase according to a predetermined schedule if the bond is not called.

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### How are we paid for our services?

#### Newly-issued structured bonds

We sell newly-issued structured bonds at the offering price during the initial public offering period. We receive a selling fee, which is incorporated into the initial offering price. You will see the selling fee displayed as part of the Edward Jones' Compensation in the trade confirmation. We may also receive an underwriting fee and a management fee.

#### Secondary structured bonds

Secondary structured bonds are transactions involving previously-issued bonds. When you buy or sell, Edward Jones may act as either an agent or a principal. If we act as an agent, your trade confirmation will display the commission you pay, which may be up to 1.8% of the dollar amount you buy and up to .75% of the dollar amount you sell.

If you buy a bond from our inventory or sell a bond that we purchase directly from you, we act as a principal. You will see the markup or markdown, which is included in the price, displayed as a line item in the trade confirmation. The markup may be up to 1.8% of the dollar amount you buy and the markdown may be up to .75% of the dollar amount you sell. The price is also adjusted to reflect changes in interest rates and market prices that have occurred since we bought the security. As a result of these changes, Edward Jones may earn revenue or incur losses from buying or selling securities as principal.

### How is your financial advisor compensated?

Your financial advisor receives a percentage of any commissions or charges for structured bonds. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

## ■ U.S. Dollar Bonds

### What are U.S. dollar bonds?

U.S. dollar bonds are loans to governments, municipalities, or corporations denominated in U.S. dollars. When you buy a bond, the issuer pays interest, usually making a payment twice a year. At a stated date in the future, called the maturity date, the issuer returns your principal if you continue to hold the bond. The maturity dates on U.S. dollar bonds can range from one year to 40 years.

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### How are we paid for our services?

#### Newly-issued U.S. dollar bonds

We sell newly-issued U.S. dollar bonds at the offering price during the initial public offering period. We receive a selling fee, which is incorporated into the initial offering price. You will see the selling fee displayed as part of the Edward Jones' Compensation in the trade confirmation. We may also receive an underwriting fee and a management fee.

#### Secondary U.S. dollar bonds

Secondary U.S. dollar bonds are transactions involving previously-issued bonds. When you buy or sell, Edward Jones may act as either an agent or a principal. If we act as an agent, your trade confirmation will display the commission you pay, which may be up to 1.8% of the dollar amount you buy and up to .75% of the dollar amount you sell.

If you buy a bond from our inventory or sell a bond that we purchase directly from you, we act as a principal. You will see the markup or markdown, which is included in the price, displayed as a line item in the trade confirmation. The markup may be up to 1.8% of the dollar amount you buy and the markdown may be up to .75% of the dollar amount you sell. The price is also adjusted to reflect changes in interest rates and market prices that have occurred since we bought the security. As a result of these changes, Edward Jones may earn revenue or incur losses from buying or selling securities as principal.

### How is your financial advisor compensated?

Your financial advisor receives a percentage of any commissions or charges for U.S. dollar bonds. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.



## ■ Stock

### What is a common stock?

Common stock is a share of ownership in a company and a claim on part of its assets and profits.

### What is a preferred stock?

Preferred stock is an equity security that has characteristics of both debt and common stock. Preferred stock is a class of ownership in a company that has a higher claim than common stock on the company's assets and profits.

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### How are we paid for our services?

When you buy or sell stock, Edward Jones may act as either an agent or a principal. The compensation we receive depends on whether we act as an agent or a principal in the transaction.

#### Initial and secondary public offerings of stocks

We receive a selling concession (selling fee) directly from the underwriters that bring the equity to market. This fee is built into the offering price of the equity. We may also receive an underwriting fee and a management fee. You do not pay a commission.

#### Commissions

We act as an agent for most stock transactions, which means that we route your order to an external venue to buy or sell the stock. When we act as an agent, you pay a commission based on the amount of the transaction.

#### Sales Charges

Edward Jones may act as a principal when you buy or sell stock, which means that we buy or sell securities into or out of our inventory. When we act as a principal, the price you pay per share reflects a sales charge. Sales charges are sometimes called markups or markdowns. When you pay a sales charge, you do not also pay a commission. If we act as a principal, Edward Jones may earn profits or incur losses based upon the costs of the securities we buy or sell to execute your order.

### How is your financial advisor compensated?

Your financial advisor receives a percentage of the commissions or sales charges that you pay to buy or sell stock. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

## ■ Exchange-traded Funds (ETFs)

### What is an ETF?

An ETF is a security that tracks an index, a commodity or a basket of assets. For example, an ETF may track securities like an index fund. ETFs are typically listed on an exchange and trade like a stock. ETFs may experience price changes throughout the day as they are bought and sold.

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### How are we paid for our services?

#### Commissions

We act as an agent for your ETF transactions, which means we send your order to an external venue to buy or sell shares of the ETF. You pay a commission based on the amount of the transaction.

ETFs carry built-in operating expenses that affect the fund's return. We choose not to take part in any initial public offerings (IPOs) of ETFs, so we do not receive any compensation related to the IPOs of ETFs.

### How is your financial advisor compensated?

Your financial advisor receives a percentage of the commissions from ETF trades. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

## ■ Segregated Funds (Variable Annuities)

### What is a segregated fund?

A segregated fund (seg fund) is an investment fund with an underlying insurance policy contract. Segregated funds are administered by Canadian insurance companies in the form of variable life insurance contracts that offer certain guarantees to the policy holder, subject to the insurance company's conditions and ability to meet obligations. Segregated funds' assets must be kept separately (or segregated) from the insurance company's other assets.

Insurance and annuities are offered by Edward Jones Insurance Agency (except in Quebec). In Quebec, insurance and annuities are offered by Edward Jones Insurance Agency (Quebec) Inc.

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### How are we paid for our service?

#### Buying & Selling

There is no upfront commission or associated redemption schedule tied to your initial purchase date(s) for the purchase of any segregated fund offered for sale at Edward Jones.

#### Segregated funds in Brokerage Accounts

There is no fee charged by the dealer to buy or sell segregated funds used exclusively in brokerage accounts (A-series for full service brokerage firms). The dealer receives an ongoing portion of the management fee from the fund company (see Trailing commission).

### Segregated funds in Fee-based Accounts

There are no trailer or services fees paid to the dealer for segregated funds used exclusively in fee-based accounts (F-series). Investors are charged an account fee by the dealer directly for advice and services.

#### Owning

The Management Expense Ratio (MER) is expressed as a percentage of the fund's net average assets. The MER pays for professional management of the fund, the fund's operating expenses and, depending on the series of fund, compensation to Edward Jones as a trailer, or service fee. The MER also includes the insurance cost of the guarantee associated with the contract. You do not pay the MER directly but it reduces the return of the fund. A fund MER of 2%, as an example, equals \$20 for every \$1,000 invested.

The Trading Expense Ratio (TER) is the cost for the daily trading of securities that occurs within the seg fund and varies based on the trading activity. The TER is expressed as a ratio of these charges versus the Net Asset Value of the fund.

The MER and TER are captured in the Net Asset Value (NAV) of the fund, and both impact the return of the fund. To understand the costs associated with any fund, we recommend you review a copy of the fund's prospectus or Fund Facts Document.

#### Trailing commission

Insurance companies pay a portion of its management fee to the dealer handling your portfolio as a trailing commission (or trailer fee). It is paid for as long as you own the Fund for the services and advice that your financial advisor and their firm provide to you.

### How is your financial advisor compensated?

Your financial advisor receives a portion of any ongoing service fees the Insurance Company pays to Edward Jones. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

\* Deferred Sales Charge (DSC) and Low Load (LL) purchase options are not available for purchase from Edward Jones.

## ■ Fixed Annuities

### What is a fixed annuity?

A fixed annuity is an insurance contract that is issued by an insurance company, that will repay your principal investment at a fixed interest rate for a predetermined period of time subject to the insurance company's conditions and ability to meet obligations.

Insurance and annuities are offered by Edward Jones Insurance Agency (except in Quebec). In Quebec, insurance and annuities are offered by Edward Jones Insurance Agency (Quebec) Inc.

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### How are we paid for our service?

The insurance company pays Edward Jones a commission at the time you pay the premium (initial investment). Typically you do not pay any sales charges or annual operating expenses when you purchase a fixed annuity.

### How is your financial advisor compensated?

Your financial advisor receives a percentage of the commissions the insurance company pays to Edward Jones. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

## ■ Life Annuities

### What is a life annuity?

A life annuity is an income generating insurance contract issued by an insurance company. In exchange for a lump-sum premium the insurance company provides regularly scheduled payments for as long as the annuitant lives.

### What is a joint life annuity?

A joint life annuity is an income generating insurance contract issued by an insurance company. In exchange for a lump-sum premium the insurance company provides regularly scheduled payments for as long as either the annuitant or joint annuitant lives.

Insurance and annuities are offered by Edward Jones Insurance Agency (except in Quebec). In Quebec, insurance and annuities are offered by Edward Jones Insurance Agency (Quebec) Inc.

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### How are we paid for our service?

The insurance company pays Edward Jones a commission at the time you pay the premium. Typically you do not pay any sales charges or annual operating expenses when you purchase an annuity.

Other factors that determine the amount of payments you will receive include, but not limited to, your age, the size of your deposit, your gender, and any optional guarantees you want to include in the annuity.

### How is your financial advisor compensated?

Your financial advisor receives a percentage of the commissions the insurance company pays to Edward Jones. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

## ■ Term Certain Annuities

### What is a term certain annuity?

A term certain annuity is an income generating insurance contract issued by an insurance company. In exchange for a lump-sum premium the insurance company provides regularly scheduled payments for a single or joint annuitant for a selected period of time. A death benefit may be payable if the last surviving annuitant dies before all payments are made.

Insurance and annuities are offered by Edward Jones Insurance Agency (except in Quebec). In Quebec, insurance and annuities are offered by Edward Jones Insurance Agency (Quebec) Inc.

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### How are we paid for our service?

The insurance company pays Edward Jones a commission at the time you pay the premium. Typically you do not pay any sales charges or annual operating expenses when you purchase an annuity.

Other factors that determine the amount of payments you will receive include, but not limited to, your age, the size of your deposit, your gender, and any optional guarantees you want to include in the annuity.

### How is your financial advisor compensated?

Your financial advisor receives a percentage of the commissions the insurance company pays to Edward Jones. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

## ■ Critical Illness Insurance

### What is critical illness insurance?

Critical illness insurance is a form of insurance where the insurer is contracted to pay a lump-sum of cash if the insured is diagnosed with one of the critical illnesses listed in the insurance policy. The policy may require the insured to survive a minimum number of days from when the illness was diagnosed. The policy owner agrees to pay a stipulated premium amount, for a defined lump-sum amount of benefit in the event of a defined critical illness.

Insurance and annuities are offered by Edward Jones Insurance Agency (except in Quebec). In Quebec, insurance and annuities are offered by Edward Jones Insurance Agency (Quebec) Inc.

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### How are we paid for our services?

Typically, the insurance company pays Edward Jones a commission at the time you pay the premium for the critical illness insurance policy. The commission may vary depending on the insurance company issuing the policy, the type of coverage provided by the policy, and the amount of premium paid. The amount of premium you pay depends on the options and level amount of coverage you select, your age, gender, health, family health history and other factors.

In most cases, a commission is based on a fixed percentage of your first-year premium and includes a bonus as well. Edward Jones also receives annual renewal commissions for a certain period of years.

### How is your financial advisor compensated?

Your financial advisor receives a percentage of the total commissions/bonus and renewal commissions the insurance company pays to Edward Jones. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.



## ■ Disability Insurance

### What is disability insurance?

Disability insurance is a form of insurance that insures your earned income. The policy is issued by an insurance company on the earned income of the insured. The policy owner agrees to pay a stipulated premium amount, for a defined monthly benefit from the insurance company in the event of a client's disability.

Insurance and annuities are offered by Edward Jones Insurance Agency (except in Quebec). In Quebec, insurance and annuities are offered by Edward Jones Insurance Agency (Quebec) Inc.

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### How are we paid for our services?

Typically, the insurance company pays Edward Jones a commission at the time you pay the premium for the disability insurance policy. The commission may vary depending on the insurance company issuing the policy, the type of coverage provided by the contract, and the amount of premium paid. The amount of premium you pay depends on the options and level amount of coverage you select, your age, gender, health, occupation and other factors.

In most cases, a commission is based on a fixed percentage of your first-year premium and includes a bonus as well. Edward Jones also receives annual renewal commissions for a certain period of years.

### How is your financial advisor compensated?

Your financial advisor receives a percentage of the total commissions/bonus and renewal commissions the insurance company pays to Edward Jones. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

## ■ Life Insurance

### What is life insurance?

Life insurance is a contractual agreement between a policy owner and a life insurance company, where the life insurance company agrees to pay a lump sum of funds in the event of a life insured's death. The policy owner agrees to pay a stipulated premium amount. In the event of the insured's death, the life insurance company pays the benefit to a designated beneficiary.

Insurance and annuities are offered by Edward Jones Insurance Agency (except in Quebec). In Quebec, insurance and annuities are offered by Edward Jones Insurance Agency (Quebec) Inc.

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### How are we paid for our services?

Typically, the insurance company pays Edward Jones a commission at the time you pay the premium for the life insurance policy. The commission may vary depending on the insurance company issuing the policy, the type of coverage provided by the policy, and the amount of premium paid. The amount of premium you pay depends on the options and level amount of coverage you select, your age, gender, health and other factors.

In most cases, a commission is based on a fixed percentage of your first-year premium and includes a bonus as well. Edward Jones also receives annual renewal commissions for a certain period of years.

### How is your financial advisor compensated?

Your financial advisor receives a percentage of the total commissions/bonus and renewal commissions that the insurance company pays to Edward Jones. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

## ■ Long-term Care Insurance

### What is long-term care insurance?

Long-term care insurance is a form of insurance where the insurer is contracted to provide coverage for health care that is not provided by Provincial health insurance coverage. The insured that requires long-term care coverage is deemed not able to perform some of the basic activities of daily living. The policy may provide income to cover the cost of a nursing home, home health care or personal or adult day care. The policy owner agrees to pay a stipulated premium amount, for a defined benefit amount in the event of a long term care need.

Insurance and annuities are offered by Edward Jones Insurance Agency (except in Quebec). In Quebec, insurance and annuities are offered by Edward Jones Insurance Agency (Quebec) Inc.

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### How are we paid for our services?

Typically, the insurance company pays Edward Jones a commission at the time you pay the premium for the life insurance policy. The commission may vary depending on the insurance company issuing the policy, the type of coverage provided by the policy, and the amount of premium paid. The amount of premium you pay depends on the options and level amount of coverage you select, your age, gender, health and other factors.

In most cases, a commission is based on a fixed percentage of your first-year premium and includes a bonus as well. Edward Jones also receives annual renewal commissions for a certain period of years.

### How is your financial advisor compensated?

Your financial advisor receives a percentage of the total commissions/bonus and renewal commissions the insurance company pays to Edward Jones. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

## ■ Dollar Cost Averaging (DCA)

### What is DCA?

DCA is a service that allows you to automatically invest a certain amount of money each month into a stock, a mutual fund or a segregated fund.

For more information, please see:

<https://www.edwardjones.ca/ca-en/investment-services/account-options/brokerage/systematic-investing-plan>

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### How are we paid for our services?

#### Stocks

When you automatically buy stocks, you pay 2% of the principal amount or a \$5 fee, whichever is greater. For example, if you invest \$1,000 per month into a stock, your DCA fee would be \$20 per month, leaving \$980 available for investment.

#### Mutual Funds and Segregated Funds

If you systematically buy or sell a mutual fund or a segregated fund, you pay the price as determined by the prospectus.

### How is your financial advisor compensated?

For stocks, your financial advisor receives a percentage of the DCA fee you pay. For mutual funds and segregated funds purchased through the DCA service, your financial advisor receives a percentage of the sales charge, if any. Your financial advisor also receives a portion of any ongoing trailer fees paid to Edward Jones. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

## ■ Dividend Reinvestment

### What is dividend reinvestment?

Dividend reinvestment is a service that allows you to automatically reinvest dividends from stocks and mutual funds, into the same security.

For more information, please see:

<https://www.edwardjones.ca/ca-en/investment-services/account-options/brokerage/systematic-investing-plan>

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### How are we paid for our services?

If you invest in stocks, you pay a 2% reinvestment fee based on the amount of dividends you reinvest. This means that if you reinvest \$500 into stocks per month, your fee would be \$10, leaving \$490 available for reinvestment.

If you reinvest into a mutual fund, you pay the price determined by the prospectus. If you reinvest mutual fund dividends into the same mutual fund, there is no charge.

### How is your financial advisor compensated?

Your financial advisor's branch receives a P&L credit for the reinvestment fee when you reinvest into a stock. As a result, your financial advisor's eligibility for a bonus will be positively impacted. When mutual funds are purchased through reinvestment, your financial advisor receives a percentage of the sales charge, if any. Your financial advisor also receives a portion of any ongoing payments, called trailer fees paid to Edward Jones. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

## ■ Individual Registered Accounts

### What is an RRSP, RRIF, TFSA & FHSA?

An RRSP is a Registered Retirement Savings Plan (Spousal RSP also available)

A RRIF is a Registered Retirement Income Plan (Spousal RIF also available)

Locked-in Accounts:

- LIRA (Locked-in Retirement Account)
- LIF (Life Income Fund)
- LRIF (Locked-in Retirement Income Fund)
- PRIF (Prescribed Retirement Income Fund)

An FHSA is a First Home Savings Account which allows you to invest and make withdrawals for a qualifying home in a tax-advantaged manner.

A TFSA is a Tax-Free Savings Account which allows you to invest and make withdrawals in a tax-advantaged manner throughout your lifetime.

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### How are we paid for our services?

The fees for your accounts are listed in our Edward Jones Account Agreement form. For more information, please see: <https://www.edwardjones.ca/ca-en/disclosures/account-agreements>

### How is your financial advisor compensated?

Your financial advisor's branch receives a Profit and Loss (P&L) credit for the full amount of the Registered Account charges less the trustee expense. As a result, your financial advisor's eligibility for a bonus will be positively impacted. Your financial advisor also receives a share of commissions or other fees arising from investment of the account assets. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

## ■ Employer-sponsored Retirement Plans

### What is an employer-sponsored retirement plan?

They consist of:

- Group RRSP (Group Registered Retirement Savings Plans)
- DPSP (Deferred Profit Sharing Plan)
- DCRPP (Defined Contribution Registered Pension Plan)

For more information, please see:

<https://www.edwardjones.ca/ca-en/investment-services/solutions-business-owners/employee-retirement-plans>

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### How are we paid for our services?

We use external mutual fund companies and insurance providers to manage our clients and their employees' company retirement plans. You are charged transaction fees when you buy or sell investments within your plan account. Other fees may apply for transferring or closing accounts. For more information, please see <https://www.edwardjones.ca/ca-en/disclosures/account-fees>

### How is your financial advisor compensated?

Your financial advisor's branch receives a percentage of the compensation generated by each transaction, an annual recurring fee, and at times a transfer fee when assets are being transferred from one financial institution to an insurance provider. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.



## ■ Registered Education Savings Plans (RESP) & Registered Disability Plans (RDSP)

### What is an RESP?

An RESP is a registered plan designed to help finance education expenses.

For more information, please see:

<https://www.edwardjones.ca/ca-en/investment-services/account-options/registered-education-savings-plans>

### What is an RDSP?

An RDSP is a registered plan designed to assist parents and other caregivers with savings for the long term financial stability of a disabled person.

For more information, please see:

<https://www.edwardjones.ca/ca-en/investment-services/account-options/retirement/registered-disability-savings-plans>

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### How are we paid for our services?

The fees for your accounts are listed in our Edward Jones Account Agreement form. For more information, please see: <https://www.edwardjones.ca/ca-en/disclosures/account-fees>

For more information on how we are paid for services related to other investments within your RESP or RDSP such as mutual funds, fixed income and segregated funds please see <https://www.edwardjones.ca/ca-en/disclosures/account-fees/our-compensation-fees>

### How is your financial advisor compensated?

Your financial advisor receives a percentage of the commission and also a portion of any ongoing service fees paid to Edward Jones based on the investment types you hold within the plan(s). Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

## ■ What is the Mortgage Referral Program?

This program was established to help you with your mortgage needs through a referral program. Due to the mortgage broker legislation, Edward Jones is not licensed to provide mortgage solutions or advice to our clients. The referral program allows us to refer you to a third party consultant to assist you with your mortgage needs.

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### How are we paid for our services?

Our third party agreement will compensate the firm for every successful mortgage referral. Edward Jones will be paid a one-time up-front referral fee that is 0.25% based on the advance amount when you fund a mortgage through the referral program. Each year following the activation of the account, the firm will receive a monthly fee of 0.08333% on the outstanding account balance. From time to time our mortgage provider may provide marketing allowances to promote the service.

### How is your financial advisor compensated?

Your financial advisor receives a portion of the one-time fee and a portion of the annual fee, paid on a monthly basis. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

## ■ Margin Accounts/Personal Line of Credit

### What is a Margin loan?

A margin loan allows you to purchase securities or take loans by using your margin-eligible securities as collateral. By using the securities held in your Edward Jones margin account as loan collateral, you can borrow the money you need without having to resort to obtaining a conventional loan or selling securities.

For more information, please see:

<https://www.edwardjones.ca/ca-en/investment-services/account-options/cash-credit/margin-loans>

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### How are we paid for our services?

We charge interest when you borrow against securities held in a margin account. For Canadian dollar loans, the interest rate is tied to the effective Canadian prime rate. For U.S. dollar loans, the interest rate is tied to the effective U.S. dollar prime rate as long as the prime rate is equal to or greater than 4.0%. (We have a 4.0% base interest rate on U.S. dollar loans.)

### How is your financial advisor compensated?

If you borrow funds through a margin account, your financial advisor's branch receives a P&L credit. As a result, your financial advisors eligibility for a branch bonus will be positively impacted. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

The information in this document is provided for general information purposes about how our firm and our advisors are compensated for the financial services we offer. Compensation may vary depending on the product, provider, and client circumstances. This summary does not replace the detailed disclosure you receive in your account documents, product disclosure documents, or agreements. If you have any questions about how your advisor or our firm is compensated for a particular product or service, please speak with your advisor.