

Scotia iTRADE now offers performance reporting for your account. The tool shows a percent rate of return for your account that can be used to compare with your other accounts or market benchmarks (indices) to know how well your investments have performed. All rate of return values are calculated in Canadian dollar equivalent terms, and they are calculated as of month end.

The page has tabs containing options that allow you to modify and save what you are viewing. There is an interactive graph to give you a visual display of the rate of return data. These percentage values are available in the table below.

IN THIS GUIDE

Modifying the Performance Views	2-3
Saving and Retrieving Custom Views	4
Interactive Features	5-6
Frequently Asked Questions	7-9

Performance calculations are done in Canadian dollars. All USD securities are converted using the historical foreign exchange rates at month end. Also, any deposits, withdrawals or transfers in USD are converted using that day's rate. Indices that are based in USD are also converted.

This is where you modify all parameters for your performance report such as choosing benchmarks, and modifying the time period, as well as saving your views

A graphically rendered chart of your performance data

Your performance data for the chosen period in a tabular format

The screenshot shows the Scotia iTRADE Performance History interface. At the top, there are navigation tabs for Accounts, Bill Payments, Transfers, Trade, Quotes & Research, and Planning. Below these, the account name 'Scotia iTRADE - 551-01ABC Cash' is displayed. The 'Performance' tab is selected, showing a 'Performance History (in CAD)' section. This section includes a 'Calendar View' with a line chart and a table below it. The chart displays performance data for Scotia iTRADE Cash (black bars), Scotia iTRADE Margin (orange bars), S&P/TSX Composite (blue dashed line), NASDAQ Composite (cyan dashed line), and NYSE Composite Index (green dashed line) from Jan 2014 to Oct 2014. The table below the chart provides a monthly breakdown of performance percentages from Jan 2013 to Dec 2013.

Accounts & Benchmarks	Jan, 2013	Feb, 2013	Mar, 2013	Apr, 2013	May, 2013	Jun, 2013	Jul, 2013	Aug, 2013	Sep, 2013	Oct, 2013	Nov, 2013	Dec, 2013
■ Scotia iTRADE Cash - 551-0ABC	3.41	6.28	6.79	5.91	8.75	6.62	9.65	10.17	11.19	17.72	20.48	23.16
■ Scotia iTRADE Margin - 548-1ABC	2.15	3.35	2.80	3.97	3.73	2.33	6.03	4.48	6.43	11.53	11.27	14.33
■ S&P/TSX Composite	2.02	3.12	2.10	0.18	1.74	-2.05	0.43	2.47	2.84	7.46	7.93	9.55

Modifying the Performance Views

Using the tabs above the performance chart, you can modify the following parameters to create a unique view of your account's performance.

- **Accounts & Benchmarks**
- **Time & View**
- **Save Current View**
- **My Saved Views**

Choosing Accounts & Benchmarks

Selecting the tab entitled **Accounts & Benchmarks** **A** allows you to create a combined view of your accounts and well known indices. This combined view lets you compare your account performance against the indices. You can combine up to 10 accounts and benchmarks, then click **Apply** **B** to update the display of the graph and the table below it.

Accounts A list of all your accounts are shown in this tab. Account nicknames are displayed for the accounts where you have applied a nickname to an account

Note: Performance is calculated at the base account level. For example, if you have a Margin and Short Margin account with the same base account number, then the Rate of Return reflects both of these accounts.

Benchmarks There is a wide variety of Benchmarks to use as a comparison. In order to choose one that is in keeping with your investment objectives, refer to their summaries at the end of this document.

Modifying Time & View

The Time and View tab **C** allows you to modify how your performance data will be displayed in the graph below it.

Switching between Cumulative and Calendar View

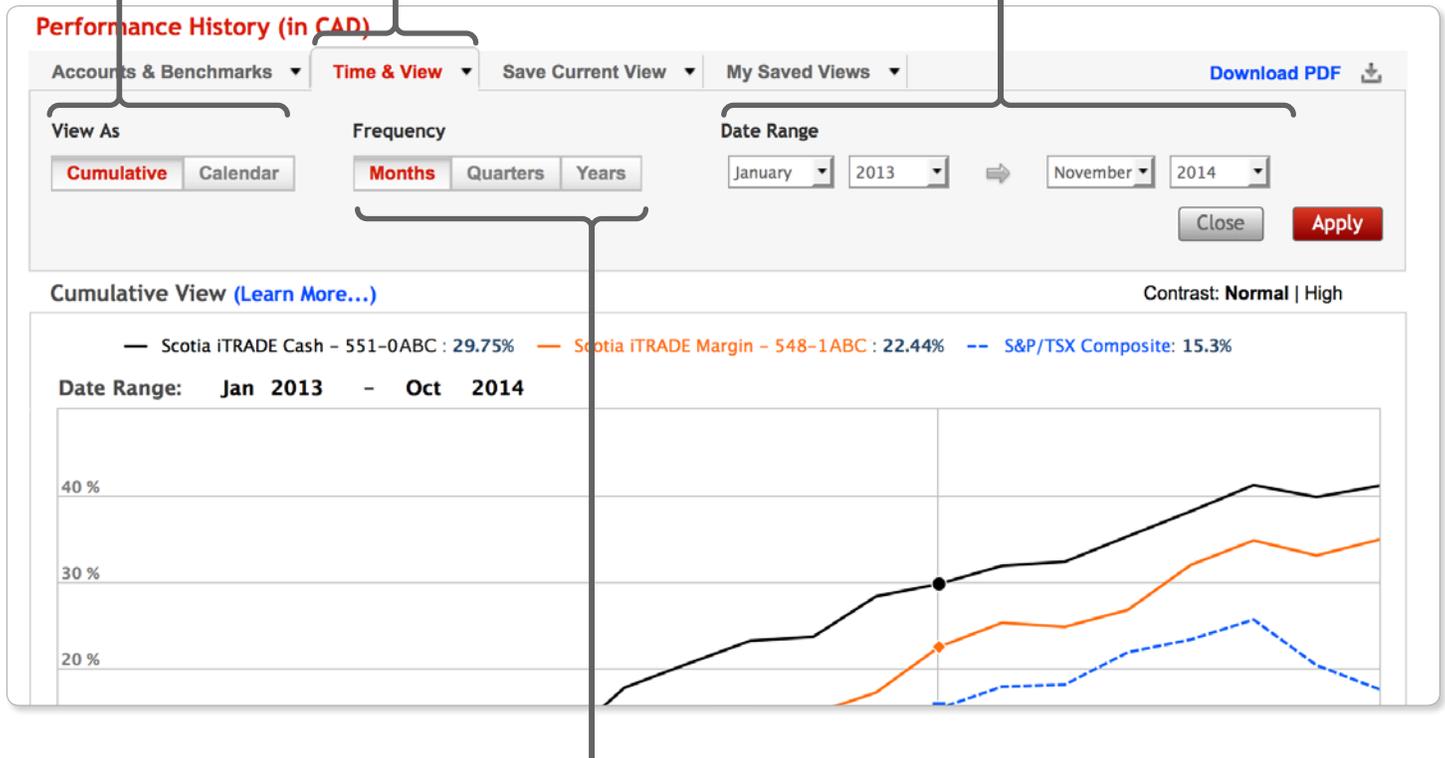
Scotia iTRADE lets you view your account performance for individual time periods or on a cumulative basis.

The Cumulative view applies compounding and shows the total growth or decline of your account over a period of time. Note that this view runs calculations since your account's inception or January 2013, whichever came later, but only displays data for the date-ranges specified by user.

The Calendar return shows your account's performance period by period, without applying compounding.

Date Range

This is where you select the time range that you wish to view. The options will vary based on the chosen frequency.

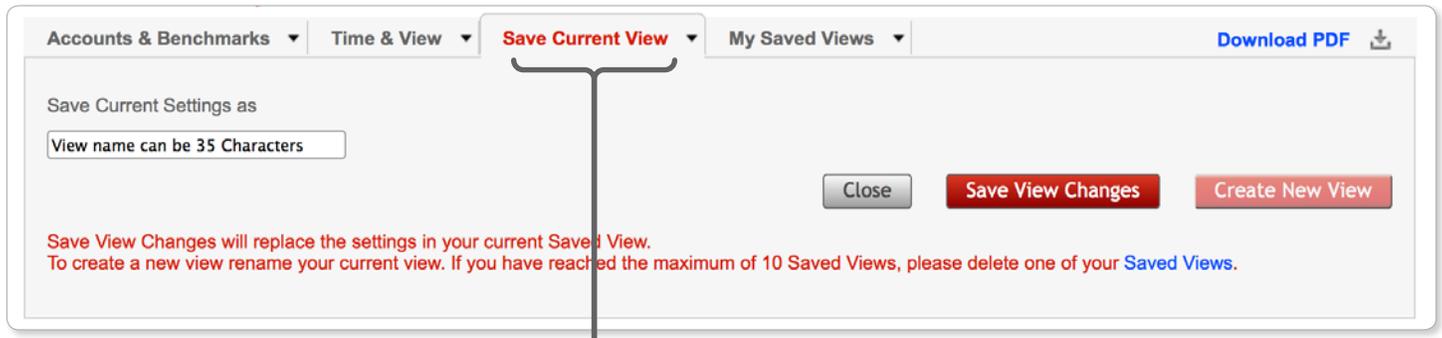


Choosing Frequency

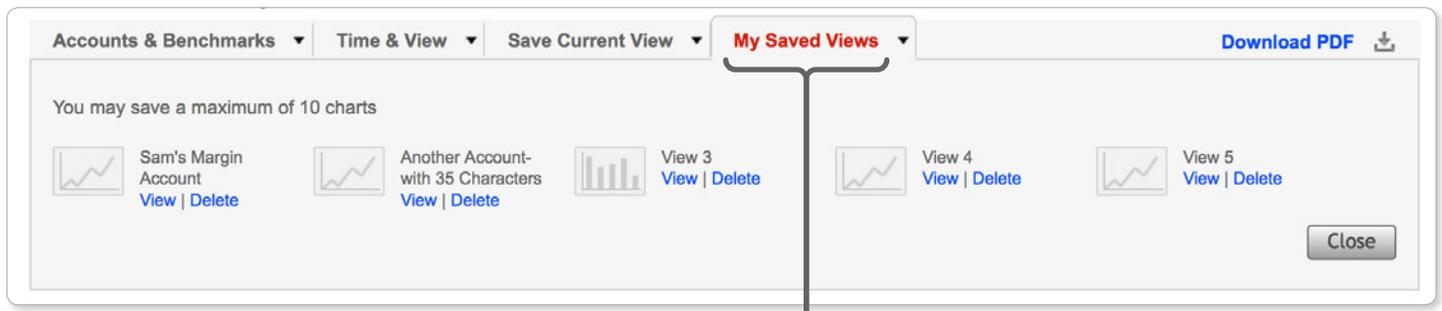
Frequency can be displayed according to Months, Quarters, or Years. A frequency of Quarters means each data point on chart consists of a calendar quarter (3-months). A frequency of Years means each data point represents a full year.

Saving and Retrieving Custom Views

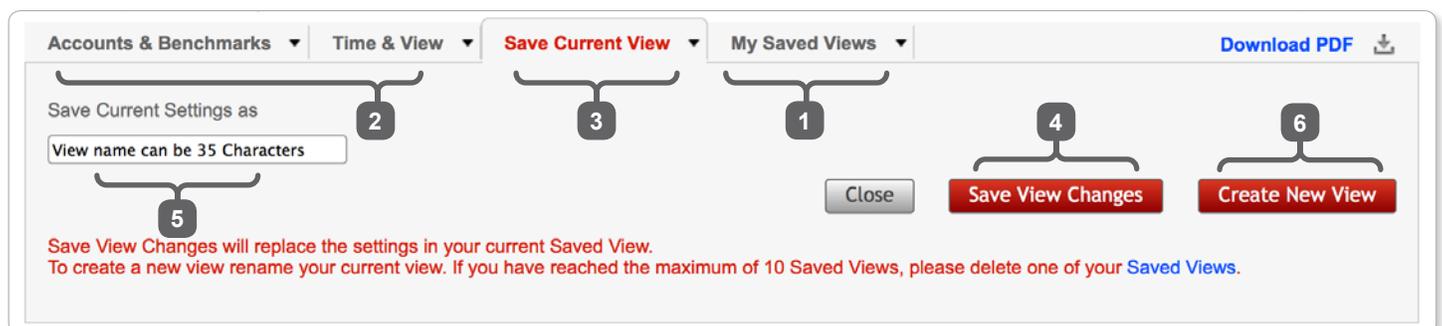
You can save what you view for quick access at a later time. Saving a view will save the account & benchmarks you've selected, as well as your time & view settings. Naming your custom view allows you to quickly find this view at a later date. You also have the ability to modify or delete them.



Save Current View A maximum number of 10 views can be saved with a personalized name. This tab also allows you to save modifications to an existing view.



My Saved Views To quickly access saved views, click on the “My Saved Views” tab, and click on “View” next to the saved view. You can delete a saved view here.

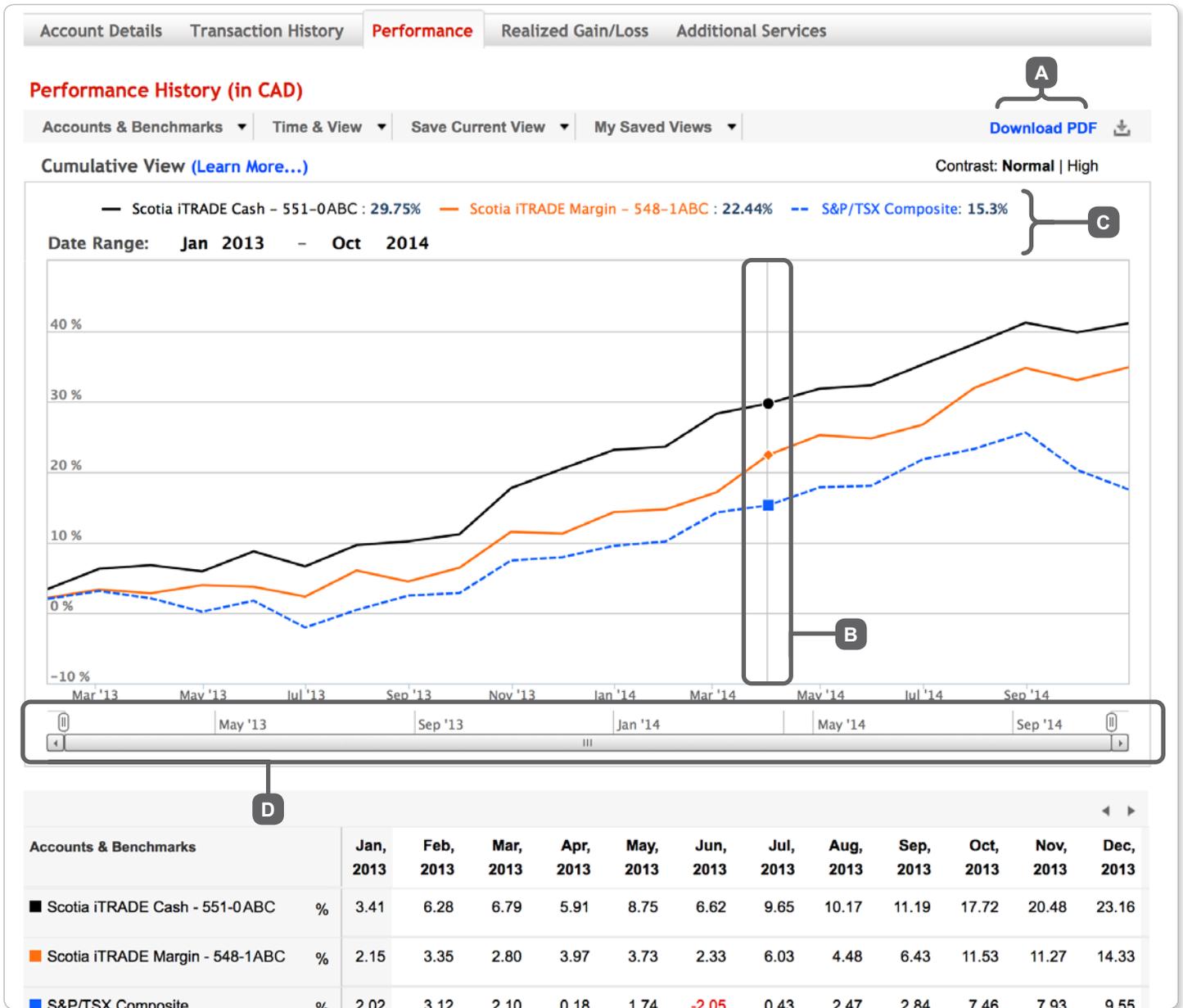


Modifying and Resaving Views To change an existing view, go to the **My Saved Views** tab **1**, and select the view you wish to modify. Your settings can be altered using the options in the **Accounts & Benchmarks** or the **Time & View** tabs **2**.

When you are finished with your changes, go to the **Save Current View** tab **3**. Here you can apply your updates using the **Save View Changes** button **4**. If you want to save these changes as a different view, enter a new View Name **5** and choose **Create New View** **6**.

Interactive Features

This page contains various features that allow you to highlight sections, and get different views of your data without modifying the view settings.



You can download what you are seeing in a PDF document by clicking the **Download PDF** link **A**.

If you put your mouse over the graph, you can highlight the rate of return (%) corresponding to that point of time **B**. The values for each account and index will be shown in the legend right above the graph **C**.

The horizontal scrollbar immediately below the graph **D** allows you to zoom into a smaller time range within the graph.

Interactive Features (continued)

Performance History (in CAD)

Accounts & Benchmarks ▾ Time & View ▾ Save Current View ▾ My Saved Views ▾ [Download PDF](#) ⬇

Cumulative View [\(Learn More...\)](#) Contrast: Normal | High

— Scotia iTRADE Cash - 551-0ABC : % — Scotia iTRADE Margin - 548-1ABC : % - - S&P/TSX Composite: %

Date Range: Jan 2013 - Oct 2014

Accounts & Benchmarks		Jan, 2013	Feb, 2013	Mar, 2013	Apr, 2013	May, 2013	Jun, 2013	Jul, 2013	Aug, 2013	Sep, 2013	Oct, 2013	Nov, 2013	Dec, 2013
Scotia iTRADE Cash - 551-0ABC	%	3.41	6.28	6.79	5.91	8.75	6.62	9.65	10.17	11.19	17.72	20.48	23.16
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S&P/TSX Composite	%	2.02	3.12	2.10	0.18	1.74	-2.05	0.43	2.47	2.84	7.46	7.93	9.55

Additional details you may need: G

E You can highlight a row of data by clicking on the Account or Benchmark name. When the row turns yellow, the corresponding graph is highlighted while the others are muted. To get back to the normal view, simply click outside the table and graph area.

If you choose a time range that is longer than twelve months, navigation arrows **F** and a horizontal scrollbar **G** will appear. The scrollbar lets you manually scroll through the data, and the arrows will scroll to the next section of data.

Frequently Asked Questions

Here are more details to consider when looking at your performance data

1. How is Performance calculated?

Your Account performance is calculated using the Money Weighted Rate of Return. This is a dollar-weighted calculation that uses internal rate of return (IRR) methodology. The calculation looks at growth in investments, dividends, and fees related to investments. It also considers impact of cash flows (i.e., deposits & withdrawals) and the size and timing of cash flows. As the IRR method is more sensitive to the size and timing of a cash flow, periods where more money is invested contribute more heavily to the overall return (hence the term, Dollar Weighted).

Performance is calculated at account level only and not at security level.

A portfolio must remain invested (i.e. hold cash and/or investments) in order to calculate a percentage rate of return. During periods where the portfolio value is zero or less, a null value (-) is displayed. When a portfolio is re-funded with new cash and/or investments, the original "Since Inception" date will change to the start of the new, funded period.

2. What information is available on the Performance page?

The page displays a chart showing performance of your account over a period of time. You can add multiple Scotia iTRADE accounts to compare their performance. You can also add indices to benchmark against, such as the S&P/TSX Composite index or Dow Jones Industrial Average, and many more. The rates of return can be viewed month-by-month, or cumulatively (as a running total) over several months.

3. What is the difference between Cumulative and Calendar views?

Scotia iTRADE lets you view your account performance for individual time periods or on a cumulative basis.

The Cumulative view applies compounding and shows the total growth or decline of your account over a period of time. Note that this view runs calculations since your account's inception or January 2013, whichever came later, but only displays data for the date-ranges specified by user.

The Calendar return shows your account's performance period by period, without applying compounding.

4. What factors affect account performance?

There are a variety of factors that affect account performance. Some of these are user actions (size and timing of trades, asset allocation, etc.), while others are external factors such as market movements and volatility. You must make sure that your asset allocation is in line with your investment goals.

You may assess the performance of your investments by comparing them to an investment performance benchmark. Benchmarks show the performance over time of a select group of securities. There are many types of benchmarks. When selecting a benchmark, care must be taken to choose a benchmark that reflects your investments. To view the general description of the benchmarks made available by Scotia iTRADE, please view the Benchmarks section under Help. Making benchmarks and their general

description available to you should not be construed as the provision of any investment advice or recommendation by Scotia iTRADE and investors are responsible for their own investment decisions.

5. What indices are available to benchmark my account's performance, and are they appropriate for me?

The general description of the benchmarks below does not constitute investment advice or recommendation, and investors are responsible for their own investment decisions.

The **S&P/TSX Composite Index** follows the share prices of the largest companies listed on the Toronto Stock Exchange. The S&P/TSX Composite Index would be a good benchmark for assessing performance of a Canadian equity portfolio that only invests in large Canadian companies. It would not be an appropriate benchmark if your investments are diversified in other products, sectors or geographical areas.

The **S&P/TSX 60 Index** follows the share prices of the large-cap market segment of the Canadian equity market. It follows 60 large companies on the Toronto Stock Exchange. The index has exposure to ten industry sectors that include Energy, Financials, Materials, Consumer Discretionary, and Telecommunications and more.

The S&P/TSX 60 Index would be a good benchmark for assessing performance of a Canadian equity portfolio that only invests in very large Canadian companies (by market cap). It would not be an appropriate benchmark if your investments are diversified in other products, sectors or geographical areas.

The **S&P/TSX Venture Composite** follows the share prices of 30 of the largest and most liquid securities in the S&P/TSX Venture Composite

Index. The S&P/TSX Venture 30 would be a good benchmark for assessing performance of a Canadian equity portfolio that only invests in large, liquid TSX Venture-listed companies. It would not be an appropriate benchmark if your investments are diversified in other products, sectors or geographical areas.

The **S&P 500 Index** follows the share prices of 500 large companies having common stock listed on the NYSE or NASDAQ. The S&P 500 Index would be a good benchmark for assessing performance of a U.S. equity portfolio that only invests in large US companies. It would not be an appropriate benchmark if your investments are diversified in other products, sectors or geographical areas.

The **Dow Jones Industrial Average (DJIA)** tracks the performance of 30 large publicly owned companies in the United States. The DJIA is a "price-weighted" index which gives higher priced stocks more influence over the average. It does not factor in market capitalization of the stocks. Sudden price movements in individual stocks can lead to big moves in the DJIA. Investors looking at using DJIA as a benchmark must consider such dependencies.

The **NASDAQ Composite** follows the share prices of approximately 3000 companies listed on the NASDAQ stock market. The NASDAQ Composite would be a good benchmark for assessing performance of a U.S. equity portfolio that invests in technology firms and growth companies. It would not be an appropriate benchmark if your investments are diversified in other products, sectors or geographical areas.

The **MSCI BRIC** is a market-cap based index that is designed to measure the equity market performance across the four Emerging Markets

country indices belonging to Brazil, Russia, India, and China. Investors may gain exposure to BRIC companies by investing in exchange-traded funds that track the MSCI BRIC index. Investments in foreign, emerging market companies carry exposure to risk and sector biases. This index would not be an appropriate benchmark if your investments are diversified in sectors or geographies not represented under MSCI BRIC.

The **MSCI World Index** tracks large- and mid-cap companies across 23 developed markets countries. It would not be an appropriate benchmark if your investments are diversified in sectors or geographical areas not represented under MSCI World Index.

The **Russell 2000 Growth Index** follows the performance of small-cap growth segment of the U.S. equity market. The Russell 2000

Growth index would be a good benchmark for assessing performance of a U.S. equity portfolio that invests in small-cap growth companies. It would not be an appropriate benchmark if your investments are diversified in other products, sectors or geographical areas.

The **NYSE Arca Gold BUGS Index** (sometimes also known as HUI Index) follows the performance of companies involved in gold mining. It provides significant exposure to near term movements in gold prices by including companies that do not hedge their gold production beyond 1½ years.

The **BUGS Russell 2000 Growth index** would be a good benchmark for assessing performance of an equity portfolio that invests in unhedged gold stocks. It would not be an appropriate benchmark if your investments are diversified in other products or sectors.
