

Investment Fees and You

What the CRM2 disclosure means to you

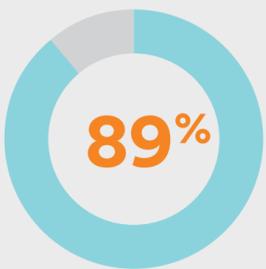


It means you'll have a clearer idea of the fees and your investment performance

Did you know

Canadians pay some of the highest mutual fund fees in the world?

According to a Tangerine Survey* of Canadian Investors



Consider themselves knowledgeable

But, **nearly half** were unaware of the associated fees



Claimed they don't pay any fees



Unsure if they pay fees at all

Use of Financial Advisors

67%

have financial advisors

33%

don't have financial advisors



What about Fees?

Of those who use an advisor,

24% think that they don't pay fees or commissions for their advisor's services

13% are unsure



Nearly **40%** don't understand the fee structure

As part of CRM2, cost disclosure has been released in phases since 2014, but **83% were unaware** of these changes.

What CRM2 Means for Investors

1. You're aware of every dollar you're paying to your investment dealer, including:



Compensation earned



Deferred Sales Charges or Referral Fees



Administration Fees



Transaction Fees

2. You get a more complete picture of your personal rate of return



The opening market value



Deposits



Withdrawals



Changes in the market value of the account



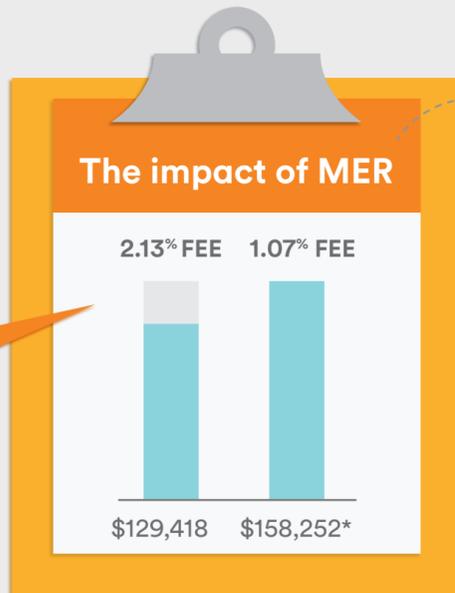
The closing market value

3. These reports came in place early in 2017

The Difference Fees Can Make

\$50,000 invested over **20 years** at **7%** growth per year.

That's a **\$28,834** difference!



(Management Expense Ratio – the fees you pay)

What to Do Next?



Compare costs and returns for your investments



Re-evaluate the value of services from your advisors

*Source: Investor Economics Insight, January 2016 Annual Review. Fees saved calculations are based on the Management Expense Ratio ("MER") charged to unitholders of Tangerine Investment Funds compared with the asset weighted MER for long-term mutual funds for the period of January 1, 2008 to September 30, 2016. This hypothetical example is for illustrative purposes only and is not intended to reflect future values or future returns.

<https://www.tangerine.ca/en/about-us/press-releases/pr-2017-01-11>
<https://www.tangerine.ca/forwardthinking/investing/know-how-much-you-pay-for-your-investments-new-rules-shed-light-on-fees-and-performance>

Survey Methodology
 From June 29 to July 4, 2016 an online survey was conducted among 1,003 randomly selected Canadian adults who are Angus Reid Forum panelists and who meet the following criteria: primary/shared decision maker for household finances and currently have investment accounts/mutual funds/bonds/stocks. The margin of error—which measures sampling variability—is +/- 3.1%, 19 times out of 20. The results have been statistically weighted on age, gender and region to the profile of Canadian adults who have investment accounts. Discrepancies in or between totals are due to rounding.