



A Guide to Your Annual Reports

In January of each year, Odlum Brown issues an Annual Report package in addition to your regular Client Account Statements. These reports are part of an industry-wide initiative called the Client Relationship Model (CRM2). They are designed to provide you with more details on the performance of your investment account(s) and the fees and compensation you have paid in the past year.

Your Performance Report

YOUR PERFORMANCE REPORT
FOR THE PERIOD ENDING DECEMBER 31, 2020

Section I - Summary of Your Account(s)

This section highlights how your account(s) performed over the past year. It also provides details regarding how your account(s) performed since inception. It can help you assess your progress toward meeting your investment goals.

	123-4567-8 CASH	234-5678-9 RRSP-L	345-6789-1 RRSP	456-7891-2 TFSA
Fast year				
Opening account value at January 1, 2020*	348,863.84	58,470.85	95,473.40	60,960.78
Deposits†	0.00	0.00	0.00	6,000.00
Withdrawals‡	(6,174.80)	(29.89)	0.00	(30.98)
Net	(6,174.80)	(29.89)	0.00	5,969.02
Change in market value in the past year*	14,907.17	1,896.90	8,267.78	5,011.80
Closing account value at December 31, 2020*	337,596.21	60,337.86	103,741.18	71,941.60
Since inception				
Account inception date*	Aug. 9, 2019	Jul. 9, 2019	Jul. 9, 2019	Aug. 9, 2019
Opening account value	340,100.00	56,278.35	92,059.83	59,900.00
Deposits†	0.00	0.00	0.00	6,000.00
Withdrawals‡	(6,220.79)	(29.89)	0.00	(30.98)
Net	(6,220.79)	(29.89)	0.00	5,969.02
Change in market value since inception	23,717.00	4,089.40	11,681.35	6,072.58
Closing account value at December 31, 2020	337,596.21	60,337.86	103,741.18	71,941.60

*The Opening and Closing account values on this report may include accrued interest on some securities, which is not calculated on client monthly statements. Minor differences may occur. Deposits and Withdrawals include the movement of cash and securities in and out of your account(s), including registered account contributions and withdrawal, loans, refunds and other debits and credits. †Change in market value includes realized and unrealized gains and losses on your investments, income (dividends and interest) from the investments and fees and other charges. ‡Account inception date is the date of your first investment (cash deposit or transfer of securities), unless the account was opened before January 1, 1997. Accounts opened prior to January 1, 1997 will have an inception date of January 1, 1997. Odlum Brown Limited, 250 Howe Street Suite 1100, Vancouver BC V6C 3S9

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Section I - Summary of your Account(s)

This section highlights how your account(s) performed:

- Over the past year
- Since inception

The chart highlights deposits and withdrawals and changes due to market activity (security price changes and distributions).

Your Performance Report

YOUR PERFORMANCE REPORT
FOR THE PERIOD ENDING DECEMBER 31, 2020

Section II - Performance of Your Account(s)

This section highlights the annualized percentage return of your account(s) calculated net of fees and other charges using a money-weighted rate of return (MWRR) method.

A MWRR takes the timing and size of cash flows (contributions and withdrawals) into consideration and measures the internal rate of return of the account. This number can be compared to the return assumptions used in financial plans to determine whether the account return is sufficient to meet your financial goals.

Account(s)	1 Year	3 Years	5 Years	10 Years	Since Inception
123-4567-8 CASH	4.34%				5.32%/year
234-5678-9 RRSP-L	3.25%				5.14%/year
345-6789-1 RRSP	8.66%				8.91%/year
456-7891-2 TFSA	7.55%				7.17%/year

One Year Return (%)

123-4567-8 CASH: 4.34%

234-5678-9 RRSP-L: 3.25%

345-6789-1 RRSP: 8.66%

456-7891-2 TFSA: 7.55%

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Section II - Performance of your Account(s)

This section shows the annualized percentage return on an account-by-account basis.

Using tables and charts, this section highlights the annualized percentage return of your account(s) calculated net of fees and other charges using a money-weighted rate of return (MWRR) method.

Your Fees and Compensation Report

YOUR FEES AND COMPENSATION REPORT

FOR THE PERIOD ENDING DECEMBER 31, 2020



Your Fees and Compensation Report summarizes the compensation that we received directly from you and indirectly from others in the past year. Accounts that do not have fees or compensation from others in the last 12 months are not included in this report. Fee amounts are shown in the currency of the account unless otherwise indicated.
This report summarizes the compensation that we received directly and indirectly in the past year. Our compensation comes from two sources:

1. Fees paid by you. These fees are associated with the operation of your account, including transactions, and the service we provide.
2. Compensation received from others. In some cases we earn compensation from other firms related to the securities you hold, or for purchases, sales and other transactions made in your account.

	123-4567-8 GIC#1	234-5678-9 RRSP-1	345-6789-1 RRSP	456-7891-2 TFSA
Fees paid by you				
Administration fees and service fees	-	-	-	-
Alliance Account fees	-	-	-	-
Portfolio management fees	2,753.08	503.29	871.16	597.45
Taxes	137.67	25.17	43.56	29.88
Total operating fees¹	2,890.75	528.46	914.72	627.33
Trading commissions and taxes	-	-	-	-
Fixed income charges and taxes	-	-	-	-
Total transaction fees²	0.00	0.00	0.00	0.00
Total fees paid by you	2,890.75	528.46	914.72	627.33
Compensation Odium Brown received from others				
Mutual fund trailing commissions ³	-	-	-	-
Mutual fund DSC commissions ⁴	-	-	-	-
New issue commissions ⁵	-	-	-	-
Other compensation ⁶	-	-	-	-
Total compensation received from others	0.00	0.00	0.00	0.00

All amounts appear on the last page of this report.

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Details of Fees and Compensation Report

This report summarizes the compensation that we received directly and indirectly in the past year. Our compensation comes from two sources:

1. Fees paid by you. These fees are associated with the operation of your account, including transactions, and the service we provide.
2. Compensation Odium Brown received from others. In some cases we earn compensation from others related to the securities held by you, or for purchases, sales and other transactions you make in your account.

Note: Portfolio management fees and Alliance Account fees, plus applicable taxes, found in the *Fees paid by you* section, may be helpful in completing your income or tax return. We recommend that you consult your tax advisor for assistance with any tax filing matters.

Your Fees and Compensation Report

YOUR FEES AND COMPENSATION REPORT

FOR THE PERIOD ENDING DECEMBER 31, 2020



Notes:

1. **Operating fees** include amounts charged to you with respect to the operation of your accounts, and include taxes, service charges, administration fees, portfolio management fees, Alliance Account fees, transfer fees, annual registered plan fees and any other fees associated with maintaining and using your account. NOTE: Portfolio management fees and Alliance Account fees, plus applicable taxes may be helpful in completing your income tax return. We recommend that you consult your tax advisor for assistance with any tax filing matters.
2. **Transaction fees** are amounts charged to you with respect to the purchase or sale of a security including commissions, trading fees, switch or change fees, and sales charges or redemption fees. For debt securities purchased or sold for you during the period covered by this report, remuneration may have been added to the price you paid (in the case of a purchase) or deducted from the price you received (in the case of a sale). This amount was in addition to any commissions you were charged.
3. **Mutual fund trailing commissions** are what mutual fund managers pay us on an on-going basis to provide advice regarding your mutual fund holdings. Mutual funds pay investment fund managers a fee for managing their funds (management fee), and this fee is paid directly by the mutual fund. You are not directly charged the trailing commission or the management fee, but these fees affect you because they reduce the amount of the fund's return. The amount of the trailing commission depends on the sales fee option you chose when you purchased the fund. Information about management fees and other charges to your mutual funds is included in the prospectus or Fund Facts document for each fund.
4. **Mutual fund deferred sales charge (DSC) commissions** are what fund managers pay us when you purchase units of mutual funds on a deferred sales charge basis.
5. **New issue commissions** are what the company that issued the securities pays us for the new issue distribution services we provided.
6. **Other compensation** includes fees such as solicitation fees, GIC agency fees, other trailing commissions and other fees paid to us by other firms for the services and advice we provide you.

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Notes

This page includes definitions of the terms used in Your Fees and Compensation Report.

When do I receive my Annual Reports?

Annual Reports will be provided annually after year-end. You will receive them in January each calendar year.

How do I access my Annual Reports online?

Accessing your Annual Reports online through the Client Centre at odlumbrown.com is simple, secure and convenient. You will receive an e-mail notification when new information is awaiting your attention in the Client Centre. Your Annual Reports are stored safely and securely online, giving you the flexibility to view, download or print them at your convenience. To enroll for this service, contact your Odium Brown Investment Advisor or Portfolio Manager today, or visit our website at odlumbrown.com.