

## LAKESHORE SECURITIES INC

## FEE TRANSPARENCY STATEMENT

Fees paid by Lakeshore Securities Inc. ("LSI") clients come in the form of:

- (i) Fees and commissions for advice and service;
- (ii) Commissions for order execution; and
- (iii) Fees for administration

Fees for administration are disclosed on the LSI "Fee Schedule" which is mailed to clients annually. These fees are generally related to expenses charged by third parties for services delivered to LSI clients. LSI rebills these expenses with an administration surcharge.

LSI, and/or any employee of LSI, makes no representation and/or warranty in respect of the tax treatment of fees and commissions. We strongly recommend each client seek independent tax advice regarding how respective fees may impact their tax situation. The following is neither an exhaustive nor comprehensive discussion, and is not intended to be such. It is intended to provide disclosure so that each client is able to isolate issues that may be of interest to them and seek independent professional counsel as to how each issue may impact them.

# **Types of Fees for Full Service Accounts**

Fees for full service accounts fall into three categories:

- (i) Transactional commissions
- (ii) Embedded fees and commissions
- (iii) Fee based accounts

### **Transactional Commissions**

These are the most transparent fees for advice, service and order execution. Clients receive trade confirmations for every transaction. These confirmations show the amount of commission charged.

### **Embedded Commissions and Fees**

These fees and commissions do not appear on trade confirmations and they are the least transparent method of payment. The most common of these are Deferred Sales Commissions ("DSC") on mutual funds and Annual Service Fees on mutual funds.

These fees and commissions are fully disclosed to clients in each mutual fund prospectus and are further disclosed as part of each mutual fund's Management Expense Ratio ("MER"). A comparison of an F Series versus DSC Series for the same mutual fund quantifies the embedded amount of fees and commissions. If you need assistance in determining this amount, your Investment Advisor ("IA") will be pleased to assist you.

In addition to DSC and Service Fees, New Issues and Principal Trades have embedded commission. LSI does not conduct Principal Trading as part of its business model. In an extraordinary circumstance where such a trade may occur, you will be notified via your trade confirmation with the message "Principal". If such an event occurs, please speak with your IA to determine the embedded cost. When you buy certain fixed income products, our Carrying Broker, NBIN Inc. may act as principal. LSI does not share in any price mark-up charged by NBIN Inc. Embedded New Issue commissions are disclosed in each new issue prospectus. If you are unable to determine the amount of commission disclosed in the prospectus, please speak with your IA.

### Fee Based Account Fees

These fees are based on a percentage of the value of an account. Fees are generally charged quarterly, but may also be charged monthly or annually. The amount charged is highly transparent and appears on client monthly statements on a fully disclosed basis.