**Scotia Canadian Blue Chip Fund**

**Canadian Focused Equity**

**Investment Objective**

The fund’s objective is long-term capital growth. It invests primarily in a broad range of high quality equity securities of large Canadian companies.

**Reasons for Investing**

- A classic Canadian equity fund — This product will provide clients with broad exposure to large cap Canadian equities with a growth bias.
- Well-suited for a portfolio — Fund is structured as a core Canadian equity holding containing high quality companies from diverse economic sectors.
- Measured use of foreign holdings — Foreign equity investments are used to gain exposure to those sectors for which there is a limited offering of large-cap companies in the Canadian marketplace.

**FUND ESSENTIALS**

<table>
<thead>
<tr>
<th>Series</th>
<th>Load Structure</th>
<th>Currency</th>
<th>Fund Code</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>No Load</td>
<td>CAD</td>
<td>BNS350</td>
</tr>
<tr>
<td>F</td>
<td>No Load</td>
<td>CAD</td>
<td>BNS550</td>
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</tbody>
</table>

**Portfolio Manager(s)**

Don Simpson 1832 Asset Management L.P.

**Growth of $10,000**

![Graph showing growth of $10,000 over time from Jan-87 to Jan-16]

**PERFORMANCE & PORTFOLIO ANALYSIS**

<table>
<thead>
<tr>
<th>Compound returns (%)</th>
<th>1 Mth</th>
<th>3 Mth</th>
<th>6 Mth</th>
<th>1 Yr</th>
<th>2 Yr</th>
<th>3 Yr</th>
<th>5 Yr</th>
<th>10 Yr</th>
</tr>
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<tbody>
<tr>
<td>Fund</td>
<td>-2.36</td>
<td>-4.32</td>
<td>-10.96</td>
<td>1.51</td>
<td>6.45</td>
<td>10.15</td>
<td>3.99</td>
<td>3.05</td>
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</thead>
<tbody>
<tr>
<td>Total Distributions</td>
<td>--</td>
<td>3.56</td>
<td>1.70</td>
<td>0.42</td>
<td>0.47</td>
<td>--</td>
<td>1.12</td>
<td>--</td>
<td>--</td>
<td>0.11</td>
<td>0.40</td>
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<tr>
<td>Dividends</td>
<td>--</td>
<td>--</td>
<td>0.14</td>
<td>0.42</td>
<td>--</td>
<td>--</td>
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</tr>
<tr>
<td>Capital Gains</td>
<td>--</td>
<td>3.56</td>
<td>1.56</td>
<td>--</td>
<td>0.47</td>
<td>--</td>
<td>1.12</td>
<td>--</td>
<td>0.11</td>
<td>0.40</td>
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**Composition (%)**

- Cash ........................................ 6.8
- Canadian Equity ....................... 67.7
- U.S. Equity .............................. 25.6

**Market Cap (%)**

- Mega (>$34B).......................... 33.4
- Large ($5.7B - $34B)............... 51.7
- Medium ($850M - $5.7B)......... 13.7
- Small ($220M - $850M)........ 0.0
- Micro (<$220M)...................... 1.3

**Top 10 Holdings**

1. Manulife Financial Corporation 4.9
2. Bank of Nova Scotia 4.7
3. Toronto-Dominion Bank 4.6
4. Canadian Imperial Bank of Commerce 4.2
5. BCE Inc. 3.8
6. Shaw Communications Inc. -Cl B 3.4
7. Alimentation Couche-Tard -Cl B 3.2
8. Loblaw Companies Ltd. 3.2
9. Royal Bank of Canada 3.0
10. PrairieSky Royalty Ltd. 3.0

**Total** 38.0

**Top 5 Sector Allocation (%)**

- Financials 29.8
- Consumer Discretionary 16.4
- Consumer Staples 15.3
- Information Technology 8.9
- Energy 8.6

**Geographic Allocation (%)**

- Canada 74.4
- United States of America 25.6

**Total Portfolio Holdings**

- Stock Holdings 40
- Bond Holdings 0
- Other Holdings 1
- Total Number of Underlying Holdings 41

**Management** 1832 Asset Management L.P.

**Telephone** 1-800-268-9269

**Website** www.scotiafunds.com
MANAGER BIO

Don Simpson
Manager Since December 1, 2015
1832 Asset Management L.P.

Don Simpson has more than 20 years of investment industry experience and joined 1832 Asset Management L.P. in 2012 as Portfolio Manager. He began his investment career at MCAP, the mortgage division of Mutual Life. Initially, he ran the division’s mortgage trading and securitization business. Later, he ran an in-house fund that invested in income trusts and oil and gas royalty trusts. In 1999, Don worked as a real estate analyst and was involved in managing a public real estate portfolio and underwriting large real estate projects. From 2000-2004, Don was an investment analyst with the Canadian Equity team of a major Canadian mutual fund company until being promoted to portfolio manager in 2004. From 2004-2012 Don was Lead Manager or Co-Manager on several funds at the same company, including the equity portion of a large Canadian balanced fund, and was also responsible for the Fund’s asset allocation decisions. Don received a Bachelor of Business Administration from Bishop’s University in 1994, and gained his Chartered Financial Analyst designation in 1998.