



20,921

Households




35,327

Clients




6.8BN

Deposit




15.7BN

Loan




27.6%

2+ SWM Relationship



17.5%

Financial Plan



63.1%

Loan Utilization

PB Total:

20,921

35,327

6.8BN

15.7BN

27.6%

17.5%

63.1%

Region

All

Market

All

Region	# of Client	Deposit	Loan	Loan Utilization	2+	PIC	ScotiaMcLeod	Scotiatrust	iTRADE	Retail	Insurance	Willbank	Financial Plan
☐	-			-	-								-
	-			-	-								-
☐ Central	6,549	\$960,875,458	\$2,356,740,879	61.6%	30.7%	9.6%	22.7%	0.2%	10.6%	25.9%	4.2%	2.4%	19.7%
Burlington	1,030	\$163,122,066	\$528,418,951	61.4%	34.0%	8.1%	27.1%	0.2%	12.2%	29.5%	4.3%	2.8%	28.6%
London	1,436	\$127,042,760	\$342,751,108	57.1%	34.3%	8.1%	27.5%	0.1%	7.2%	20.0%	3.8%	1.7%	21.9%
Mississauga	1,186	\$270,152,870	\$619,679,901	62.8%	33.6%	13.8%	22.6%	0.1%	11.9%	36.3%	4.0%	3.0%	20.4%
Kitchener	802	\$97,017,527	\$238,905,843	59.5%	28.4%	10.7%	19.1%		9.4%	22.1%	2.7%	2.5%	19.8%
Barrie	1,160	\$230,383,733	\$394,248,333	62.7%	26.5%	10.9%	16.9%	0.7%	13.7%	28.6%	2.9%	2.1%	14.4%
Winnipeg	935	\$73,156,503	\$232,736,743	66.3%	25.2%	6.0%	20.7%	0.1%	9.7%	17.8%	7.8%	2.4%	12.2%
☐ Eastern	8,789	\$2,124,413,913	\$2,426,771,700	57.6%	26.8%	6.5%	20.8%	0.7%	9.0%	19.3%	3.6%	2.3%	18.1%
Halifax	2,295	\$567,925,299	\$487,329,420	49.9%	29.7%	6.3%	23.9%	0.2%	11.9%	19.6%	4.5%	3.2%	28.5%
St. John's	608	\$547,365,556	\$98,243,806	57.4%	30.8%	10.0%	21.9%	0.2%	7.9%	23.2%	6.6%	1.3%	25.7%
Ottawa	2,210	\$376,428,666	\$556,939,229	57.6%	21.8%	6.7%	16.0%	0.3%	10.4%	26.6%	3.5%	2.2%	15.4%
Montreal	3,676	\$632,694,392	\$1,284,259,245	61.1%	27.4%	5.8%	21.5%	1.4%	6.7%	14.0%	2.5%	2.0%	11.9%
☐ Western	12,846	\$2,087,867,772	\$5,821,882,156	64.2%	27.1%	6.7%	21.3%	0.6%	10.2%	17.0%	4.2%	3.4%	17.7%
Saskatoon	595	\$50,026,151	\$336,706,388	57.1%	37.5%	6.4%	33.9%		10.9%	19.8%	10.9%	4.7%	25.9%
Edmonton	2,481	\$321,110,546	\$870,550,885	67.2%	30.9%	9.4%	22.9%	0.0%	9.8%	19.2%	4.8%	3.1%	20.4%
Victoria	424	\$72,096,178	\$179,446,818	63.9%	25.0%	9.7%	17.9%	0.5%	8.3%	18.6%	3.5%	2.8%	18.9%
Calgary	4,217	\$681,610,177	\$1,615,331,041	59.6%	27.7%	4.2%	24.2%	0.7%	10.3%	15.0%	4.8%	3.5%	17.4%
Vancouver	5,129	\$963,024,719	\$2,819,847,024	67.3%	23.7%	7.2%	17.1%	0.8%	10.3%	17.0%	2.7%	3.2%	15.6%
☐ GTA	7,128	\$1,618,093,174	\$5,094,086,715	65.6%	26.7%	8.2%	20.1%	0.6%	11.6%	27.3%	3.1%	2.0%	14.5%
Toronto	7,128	\$1,618,093,174	\$5,094,086,715	65.6%	26.7%	8.2%	20.1%	0.6%	11.6%	27.3%	3.1%	2.0%	14.5%
☐ Blank	15	\$32,922,030	(\$1,770)	-	13.3%		13.3%		13.3%	6.7%	6.7%		13.3%
Blank	15	\$32,922,030	(\$1,770)	-	13.3%		13.3%		13.3%	6.7%	6.7%		13.3%
Total	35,327	\$6,824,172,348	\$15,699,479,681	63.1%	27.6%	7.5%	21.2%	0.5%	10.3%	21.3%	3.8%	2.6%	17.5%

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Region	Market	Team Leads	RM
<div>All</div>	<div>All</div>	<div>All</div>	<div>All</div>

Regions	# of Client	Deposit	Loan	Loan Utilization	2+	PIC	ScotiaMcLeod	Scotiatrust	iTRADE	Retail	Insurance	Willbank	Financial Plan
<div>Eastern</div>	8,786	\$2,124,413,913	\$2,425,789,901	57.6%	26.8%	6.5%	20.8%	0.7%	9.0%	19.3%	3.6%	2.3%	18.1%
<div>Montreal</div>	3,673	\$632,694,392	\$1,283,277,447	61.1%	27.4%	5.9%	21.5%	1.4%	6.7%	14.0%	2.5%	2.0%	11.9%
Dan Bohadana	347	\$120,018,774	\$283,126,729	69.5%	20.7%	1.4%	18.7%	2.9%	5.2%	10.1%	2.3%	2.0%	5.2%
Miriam Forte	373	\$83,151,691	\$82,064,221	60.2%	31.9%	5.6%	27.1%	0.3%	5.1%	14.7%	3.5%	4.6%	19.8%
Atefeh Abhari	231	\$73,410,998	\$103,684,842	53.2%	29.9%	13.4%	14.3%	4.3%	5.6%	14.7%	1.7%	0.9%	10.0%
Anthony Siggia	294	\$68,139,179	\$164,962,093	67.4%	33.7%	5.1%	30.6%		8.2%	11.9%	4.4%	2.4%	10.2%
Marc-Olivier G.Bruyère	176	\$48,938,345	\$33,419,694	58.2%	37.5%	7.4%	30.7%		5.7%	17.0%	3.4%	1.7%	31.8%
Genevieve Cloutier	162	\$38,860,447	\$161,865,533	64.0%	43.8%	6.2%	35.8%	4.3%	3.1%	11.1%	4.9%	2.5%	24.7%
Stephanie Benchimol	146	\$33,276,288	\$20,146,063	50.4%	21.2%	5.5%	13.7%	2.1%	9.6%	11.0%	0.7%		2.1%
Viola Farinelli	465	\$30,304,968	\$29,964,704	48.5%	29.9%	2.6%	27.3%	0.2%	5.4%	12.7%	1.3%	2.2%	8.8%
Roosevelt Ferdinand	160	\$27,903,519	\$82,471,748	60.5%	38.8%	1.3%	29.4%	9.4%	11.9%	13.1%	3.1%	1.9%	9.4%
Carlo Radovic	204	\$21,226,387	\$51,066,227	57.6%	27.5%	11.3%	18.1%		11.3%	16.7%	3.9%	3.4%	20.1%
Marie-Christine St-Yves	138	\$16,210,833	\$70,944,867	63.3%	31.9%	10.9%	21.7%	1.4%	8.0%	20.3%	5.1%	0.7%	14.5%
Yaniv Gidron	114	\$15,034,248	\$28,063,988	50.9%	24.6%	6.1%	19.3%	0.9%	7.9%	15.8%	0.9%	1.8%	13.2%
Nathalie Chalvardjian	129	\$13,433,442	\$13,882,209	46.9%	27.1%	5.4%	21.7%		6.2%	13.2%	1.6%	3.1%	10.1%
Olivier Levy	126	\$8,316,689	\$22,562,247	53.9%	29.4%	9.5%	21.4%	0.8%	7.9%	16.7%	3.2%	1.6%	15.1%
Amine El Bakkouri	24	\$6,584,571	\$7,747,327	79.9%	25.0%	8.3%	16.7%	4.2%	12.5%	20.8%	8.3%		-
Alexander Efthimiopoulos	89	\$6,195,319	\$20,283,699	56.4%	22.5%	14.6%	11.2%		9.0%	23.6%	1.1%		10.1%
Louis-David Gagné	197	\$5,210,007	\$41,264,483	45.3%	7.6%	3.6%	4.1%		3.6%	10.7%	0.5%	0.5%	3.0%
Stephan Goia-Minaya	91	\$5,039,773	\$35,007,583	66.7%	12.1%	7.7%	6.6%		2.2%	20.9%			8.8%
Jennifer Turcotte	87	\$4,327,929	\$4,150,205	94.3%	8.0%	2.3%	5.7%		1.1%	3.4%	1.1%	2.3%	-
UNASSIGNED-41731	71	\$2,976,714	\$10,011,352	58.3%	12.7%		14.1%	1.4%	8.5%	18.3%	1.4%		2.8%
MuChen Fei	8	\$2.393.878	\$4.517.911	57.0%	-	12.5%			12.5%	25.0%			25.0%
Total	35,323	\$6,824,172,348	\$15,698,497,882	63.1%	27.6%	7.5%	21.2%	0.5%	10.3%	21.3%	3.8%	2.6%	17.5%




20,921

of HH




35,327

of Client




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27.6%

2+ SWM Relationship



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Financial Plan



63.1%

Loan Utilization

PB Total:

20,921

35,327

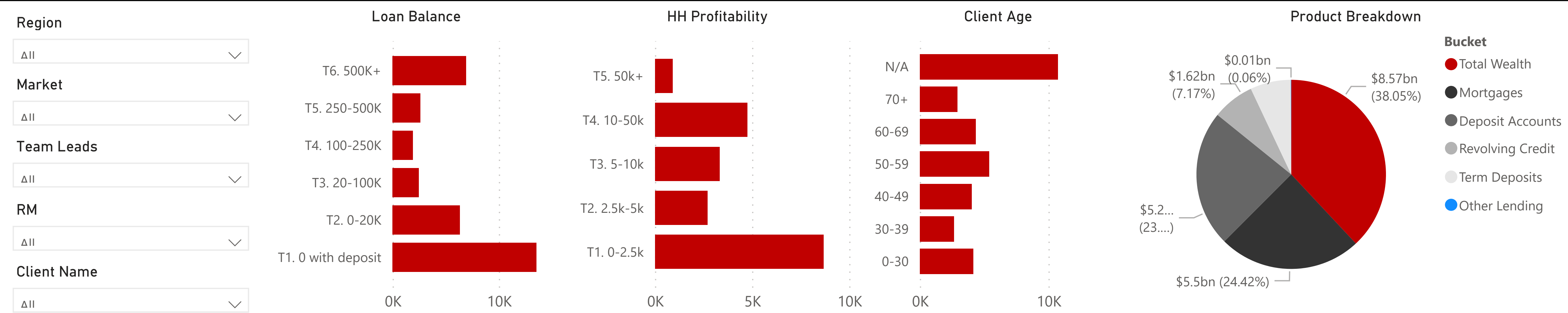
6.8BN

15.7BN

27.6%

17.5%

63.1%





20,921

Households

\$

6.8BN

Deposit

\$

15.7BN

Loan

\$

276.3MM

Profitability

Region

All

Market

All

Team Leads

All

RM

All

HH Search

All

Client Name

All

RM	Profitability	Total Deposit Balance	Deposit Account	Deposit Registered	Term Deposit	Mutual Fund	Total Loan Balance	Mortgage	Revolving Account
<div><div></div>Adam Kane</div>	\$1,661,558	\$39,839,516	\$35,872,916		\$3,966,600		\$99,626,554	\$56,891,355	\$11,424,1
<div><div></div>ABOU-ASSALY (Household:-27156288003)</div>	\$10	\$1,126	\$1,126						
ANDREW	\$10	\$1,126	\$1,126						
<div><div></div>ABOUASSALY (Household:-28088639002)</div>	\$549	\$54,842	\$54,842						
ROSEANNE	\$549	\$54,842	\$54,842						
<div><div></div>AGAPITOS (Household:1098901060)</div>	\$504	\$39,910	\$39,910						
*EYE CONSULTANTS/CONSULTANTS OCULAIRE	\$504	\$39,910	\$39,910						
<div><div></div>AGGARWAL (Household:-7302069016)</div>	\$76,160	\$250	\$250				\$12,272,904	\$11,737,968	\$534,8
LALIT	\$75,762	\$250	\$250				\$12,247,783	\$11,737,968	\$509,7
WENDY	\$398						\$25,120		\$25,1
<div><div></div>ALLARIE (Household:-13016105016)</div>	\$18,952						\$1,877,123	\$1,395,191	
JOHN	\$18,952						\$1,877,123	\$1,395,191	
<div><div></div>ARENDS (Household:16426571026)</div>	\$20,428	\$1,358,607	\$1,358,607				\$13,751		\$13,7
*JAYGREEN HOLDING INC.	\$75	\$5,465	\$5,465						
MARION	\$1,439	\$108,013	\$108,013				\$12,283		\$12,2
RONALD	\$18,914	\$1,245,128	\$1,245,128				\$1,468		\$1,4
<div><div></div>ASLAM (Household:-3662563014)</div>	\$2	\$159	\$159						
IFFATH	\$2	\$159	\$159						
<div><div></div>AVERY (Household:-12539259009)</div>	\$1	\$50	\$50						
JENNIFER	\$1	\$50	\$50						
<div><div></div>BAILLIE (Household:13106694024)</div>	\$40,028	\$2,762,349	\$421,609		\$2,340,739		\$488,121		\$488,1
*SUTICON INVESTMENTS INC.	\$2,141	\$153,267	\$153,267						
*SUZANNE BAILLIE DENTISTRY PROFESSIONAL	\$3,300	\$261,679	\$261,679						
SUZANNE	\$34,586	\$2,347,278	\$6,539		\$2,340,739		\$488,121		\$488,1
Total	\$276,342,219	\$6,824,172,348	\$5,260,172,958		\$1,563,999,390		\$15,699,479,681	\$5,500,085,780	\$1,615,934,6

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Region/Market

All

Total Households

15,889

Solo Plans

908

CPG Plans

177

STWP Plans

1,838

BFAS Plans

151

No Plans

12,924

Team Leads

All

RM

All

Plan Type

All

Complexity Index Score

0.00

1.00

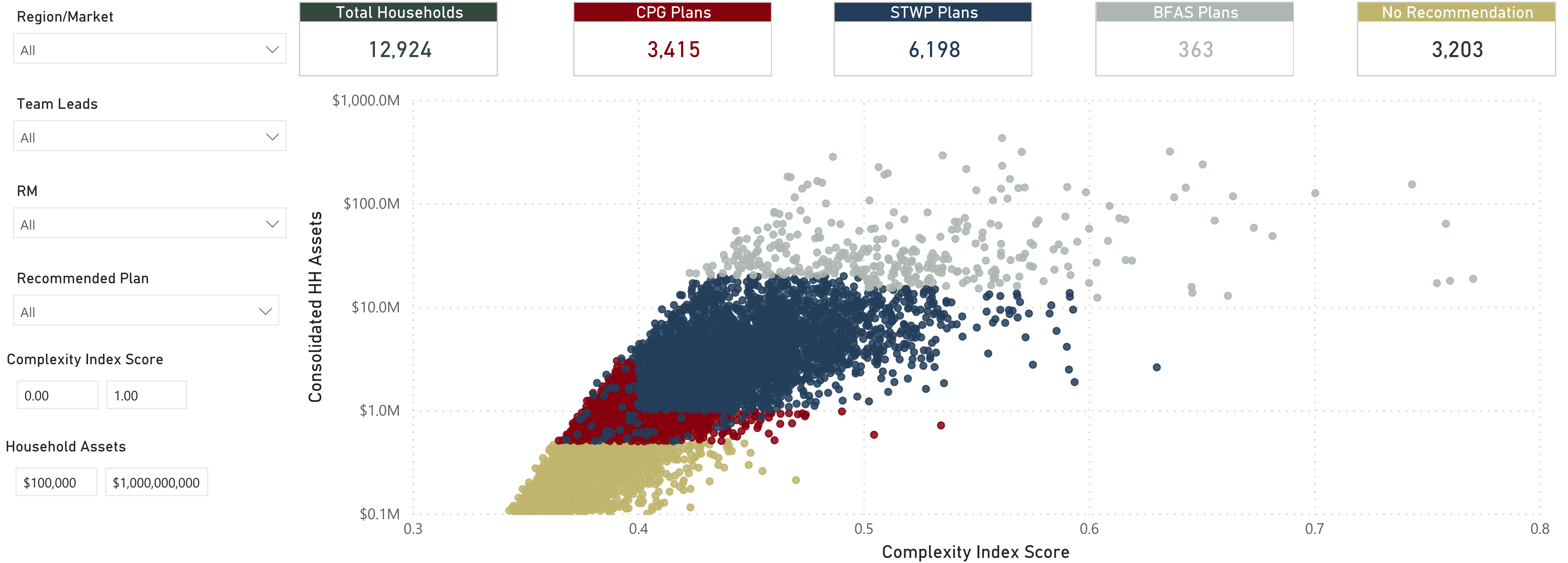
Household Assets

\$100,000

\$1,000,000,000

Consolidated HH Assets

Household ID	First Name	Last Name	Plan Type	Last Modified Date	Complexity Index Score	Consolidated HH Assets	Advisor
-30655067000	TREVOR	KINGSBURY	BFAS	Thursday, February 20, 2020	0.40	\$387,120	Saikali, Rena
-30608633001	JOANNE	SKAPURA	BFAS	Tuesday, June 29, 2021	0.41	\$4,249,782	Lennon, Kelly
-30603861001	*COLTART HOLDINGS LTD	COLTART	BFAS	Friday, July 03, 2020	0.47	\$3,124,692	Carter, Chris
-30402961001	JOHN	BUTLER	BFAS	Friday, January 22, 2021	0.41	\$1,521,596	Hussey, Curt
-30232313001	TANIA	SKAPURA-HAIGH	BFAS	Wednesday, June 02, 2021	0.44	\$3,493,655	Lennon, Kelly
-30186591001	IAN	ROBINSON	BFAS	Thursday, June 10, 2021	0.46	\$7,055,671	Holohan, Gre
-30175561001	ALEXANDRA	MAULER-STEINMANN	BFAS	Tuesday, March 02, 2021	0.41	\$3,800,075	Cairns, John
-30175560001	MICHAEL	STEINMANN	BFAS	Tuesday, March 02, 2021	0.41	\$954,830	Cairns, John
-30152241001	*1092035 ALBERTA LTD	HIEBERT	BFAS	Thursday, May 30, 2019	0.50	\$4,172,265	Knechtel, Ca
-29996406001	BARRY	HOGeweide	BFAS	Tuesday, January 12, 2021	0.41	\$1,697,949	Van Cauwen
-29845437001	DEREK	RYLES	BFAS	Wednesday, July 14, 2021	0.36	\$166,098	Ray, Allan
-29692321000	MARJE	VIRRO	BFAS	Thursday, January 28, 2021	0.39	\$1,117,878	Katoch, Moh
-29669773001	MICHAEL	MELENCHUK	BFAS	Thursday, March 05, 2020	0.52	\$14,033,889	Dusessoy, Sc
-29655894002	JAMES	GILES	BFAS	Monday, May 10, 2021	0.38	\$144,455	Hicks, Millice
-29477623001	*DR. PEGGY TUTTLE P.M.C. INC.	TUTTLE	BFAS	Monday, May 10, 2021	0.44	\$2,503,093	Hicks, Millice
-29460988002	*DEFranco Holdings Inc.	DEFranco	BFAS	Tuesday, February 26, 2019	0.47	\$1,896,596	Potter, Frank
-29332359001	PATRICK	MARTIN	BFAS	Tuesday, March 31, 2020	0.43	\$4,753,411	Snow, Denis
-29285771002	DAVIDE	TERBITO	BFAS	Wednesday, March 17, 2021	0.45	\$5,044,280	Singh, Anth
Total						\$52,877,835,418	



Consolidated HH Assets

The scatter plot displays Consolidated HH Assets on a logarithmic y-axis (ranging from \$0.1M to \$1,000.0M) against the Complexity Index Score on the x-axis (ranging from 0.3 to 0.8). Data points are categorized by Recommended Plan: BFAS (dark blue), CPG (red), STWP (dark blue), and No Recommendation (olive). The plot shows a general positive correlation between asset size and complexity score, with BFAS plans concentrated in the middle range of both metrics, while CPG plans are clustered at lower asset values and complexity scores.

Household ID	First Name	Last Name	Recommended Plan	Consolidated HH Assets	Complexity Index Score
-25342275005	ROSSANO	DECOTIIS	4)BFAS	\$429,154,461	0.56
15080333040	ROSS	BEATY	4)BFAS	\$317,747,518	0.64
-26129201004	*PCG LIMITED PARTNERSHIP	GODSOE	4)BFAS	\$314,650,495	0.57
-28870460002	ALAIN	BEDARD	4)BFAS	\$291,270,100	0.54
19007143654486	*LATRUS INC.	STANDALONE	4)BFAS	\$282,420,097	0.49
-19889184009	AUDREY	TEPPER	4)BFAS	\$238,026,265	0.65
4995705050	*CANMORE (ALBERTA) HOLDINGS INC	CRESSEY	4)BFAS	\$231,445,167	0.56
-29338736002	*G RAYMOND CHANG LTD	CHANG-ADDORISIO	4)BFAS	\$224,554,499	0.51
-6804729017	*MAJACLI INC	COOPER	4)BFAS	\$214,831,568	0.55
-25192187005	GARY	GREGG	4)BFAS	\$195,805,663	0.51
-28369028001	*BORGES & REYNAR INC.	SILVA-NETO	4)BFAS	\$189,863,332	0.51
19254073649646	*JAMIE KING FAMILY TRUST (2012) #1	STANDALONE	4)BFAS	\$181,687,566	0.47
17261145242491	*RAYMOND PRETTY FAMILY TRUST (2012) #1	STANDALONE	4)BFAS	\$179,465,941	0.47
-29463898002	*3286262 NOVA SCOTIA LIMITED	RICHARDSON	4)BFAS	\$172,240,438	0.57
18212135829359	*OZAMA RIVER CORP.	STANDALONE	4)BFAS	\$164,575,040	0.48
18164144305904	*GROUPE DESGAGNES INC	STANDALONE	4)BFAS	\$158,526,363	0.48
10232679034	DANIEL	DRIMMER	4)BFAS	\$152,787,318	0.74
19193182224883	*FRANCESCO AQUILINI ASSET TRUST	STANDALONE	4)BFAS	\$152,422,447	0.48
Total				\$41,695,850,333	5,203.80

Region/Market


All

RM

All


Financial Planning

Plan Opportunity


4397

2+ Relationship & Referral


Low Loan Utilization - SM

577


Low Loan Util - Other

837


Low Loan Utilization - PIC

260

Insurance Leads


1553

Commercial Referrals

5997

2+ Contact

Standalone Business Acct

1464



Clients with \$1MM+ available loan & less than 50% loan utilization & with ScotiaMcLeod relationship

Low Loan Utilization with SM Relationship

CID	Client Name	Loan Limit	Loan	Available Loan	Loan Utilization %
4121221940	MR GEOFFREY W DUNLOP	\$1,255,100	\$486,815	\$768,285	38.8%
4141720712	*MITCHELL T ZAJAC	\$45,000		\$45,000	-
6150738892	MR JOHN M CASSIO	\$1,085,990	\$724,398	\$361,593	66.7%
6172252992	DR PETER SCHULTZ	\$1,945,750	\$1,619,502	\$326,248	83.2%
7152518416	*NORTH REDINGTON BEACH CORP				-
7170908107	MR RICHARD T RYAN	\$1,877,139	\$1,411,555	\$465,584	75.2%
10102500606	*ESPRIT 9 INC	\$1,000		\$1,000	-
10132633086	MS MARIA LS PEON				-
11105401308	M FELIX-ANTOINE PARADIS	\$1,000	\$57	\$943	5.7%
11130818683	MS HENRIETTA J NORTON	\$500,000		\$500,000	-
11150000899	MR DARAN E MOXAM	\$2,074,014	\$1,628,915	\$445,098	78.5%
12091547379	MR JOHN R JOHNSTON	\$15,000		\$15,000	-
12100229095	MS ENRIQUETA SIEGMUND	\$265,000	\$194,112	\$70,888	73.2%
12101852500	MR ROBERT WHITE	\$138,000	\$61,629	\$76,371	44.7%
12162814714	Marie-Lou Buteau	\$1,063,696	\$568,696	\$495,000	53.5%
13094239080	MR HARRY BROCK	\$500,000	\$30,000	\$470,000	6.0%
13120556114	MISS LAURIA J GALBRAITH				-
14085831755	MR ROBERT ELKINGTON	\$1,935,000	\$1,145,924	\$789,076	59.2%
14102813543	MR PAUL D PHELAN	\$4,748,000	\$1,935,296	\$2,812,704	40.8%
14145917669	MR JACQUES LABELLE	\$1,330,000	\$100,232	\$1,229,769	7.5%
14150527768	MISS CHRIS LEGAY	\$4,000	\$396	\$3,604	9.9%
17100214467	MR LESLIE SAMUELS	\$1,821,489	\$1,673,532	\$147,957	91.9%
18104508725	MRS DONNA CHRISTIE				-
18110918182	DR JOHN B CHIAROT	\$1,442,985	\$1,352,712	\$90,273	93.7%
18114635797	MR MICHAEL A MILNE	\$747,200	\$311,499	\$435,701	41.7%
18161529230	*1384092 ONTARIO INC	\$5,000		\$5,000	-
19102241420	*CATALYST CAPITAL CORP				-
19105950651	MR BLAKE KARSCHUK	\$1,456,000	\$604,999	\$851,001	41.6%
Total		\$24,878,695,444	\$15,699,479,681	\$9,179,215,763	63.1%

Frequently Asked Questions

1. Where is the data coming from?

- Enterprise Data Lake (Centralized data warehouse)
- Naviplan
- Salesforce
- MPower

2. How often is the information updated?

- Client assets & transactions // updated daily, 24–48-hour delay
- All other information // Monthly

3. Who can see my client(s)information?

- Access is granted based on role level:
- Relationship Managers and Advisor Teams will only have access to view their own clients
 - Branch Mgmt will only have access to view Branch and Advisor teams that roll up under the Branch
 - Regional Mgmt will only have access to view Region/Branches/Advisors that roll up under the Region
 - National access is only granted to select Head Office employees and they will be able to view all details

4. The information is incorrect, how do I get this fixed?

- Email Fill out and submit the [Total Wealth Analyzer Trouble Ticket For Investigation](#) form

5. How do I reset my search criteria or clear filters applied?

- Locate and click on the left-pointed arrow in the yellow circle located in the top right corner

6. How far back does the financial planning information go?

- The financial planning information includes data from Fiscal 2016 onward

7. Why is there a discrepancy in total assets reported compared to other systems?

- The discrepancy is due to timing of reported information provided

8. Which business lines are included in the NPS 2+ SWM calculation?

- ScotiaMcLeod
- Private Investment Counsel
- Private Banking
- Scotiatrust

9. What is the client complexity index score based on?

- Household assets under management
- Number of Legal Entities linked (including Hold Cos)
- Household number of account types and currency types
- Household net liquid assets
- Household net fixed assets
- Postal code average assets/income

