



Regulatory landscape

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July 2022

Agenda

1. Client focused reforms
2. New self-regulatory organization
3. Total cost reporting
4. Titles
5. Capital markets modernization



Client-focused reforms

Client-focused reforms

Enhancements to KYC, KYP and suitability – *Now in force*

How much information
do I need to collect?



Client-focused reforms

Enhancements to KYC, KYP and suitability – *Now in force*

What is a meaningful interaction?



Client-focused reforms

Enhancements to KYC, KYP and suitability – *Now in force*



What do I need to do to satisfy this obligation

Client-focused reforms

Suitability



How many securities do I need to compare?

Client-focused reforms

Suitability



Can I rely on information
from fund manufacturers?

Client-focused reforms

Suitability

What does it mean to put the client's interests first?





New self-regulatory organization

The New Self-Regulatory Organization (SRO)



IIROC and MFDA
amalgamation on track
for December 2022



Board of directors
announced



New interim rule book
published for comment –
reduce regulatory
burden for dual-platform
dealers



Total cost reporting



Total cost reporting

- Joint consultation with insurance (CCIR) and securities (CSA) regulators

New definition:

$$\text{Fund Expense Ratio (FER)} = \text{MER} + \text{TER}$$

CSA proposes to include



FER % on quarterly account statements



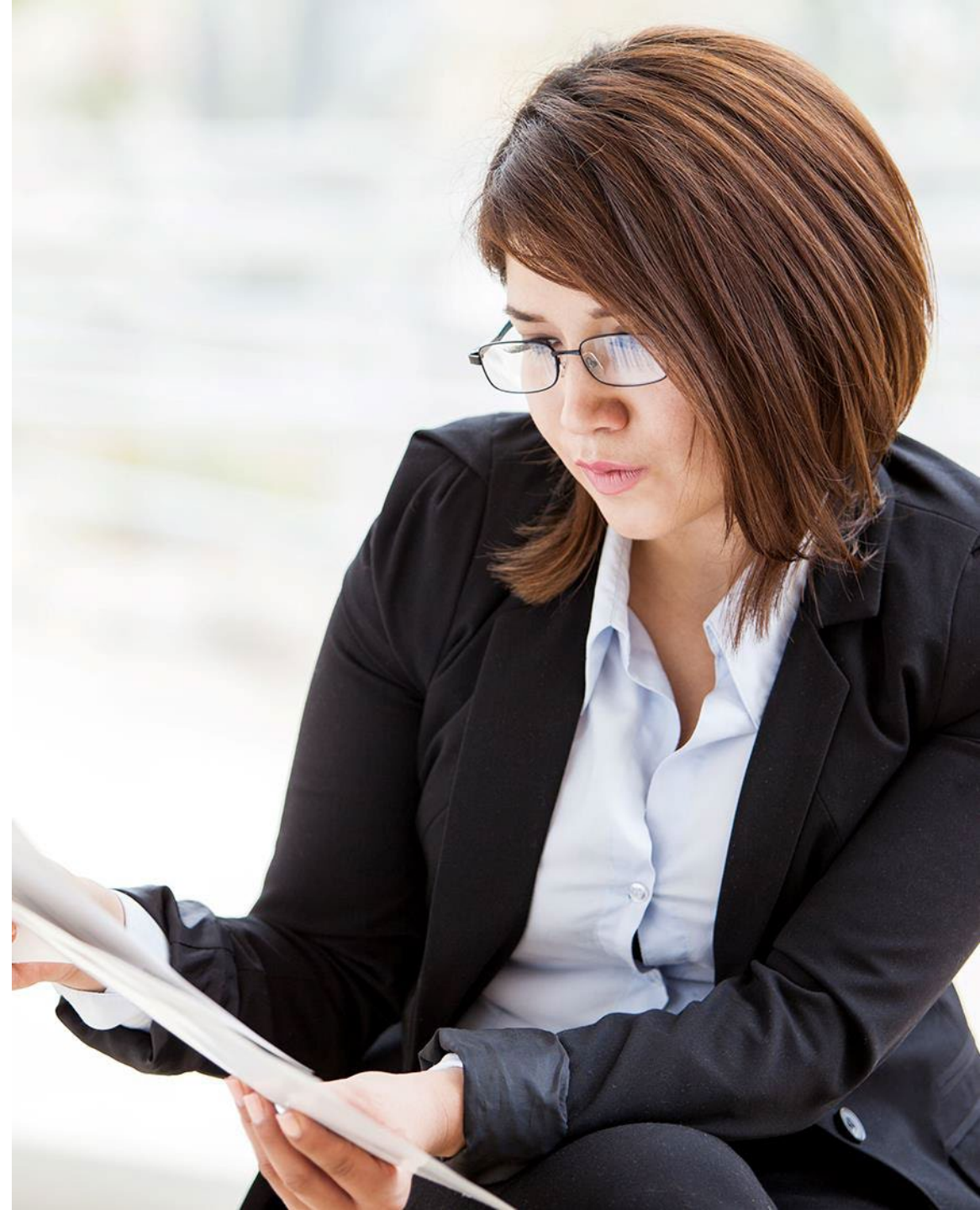
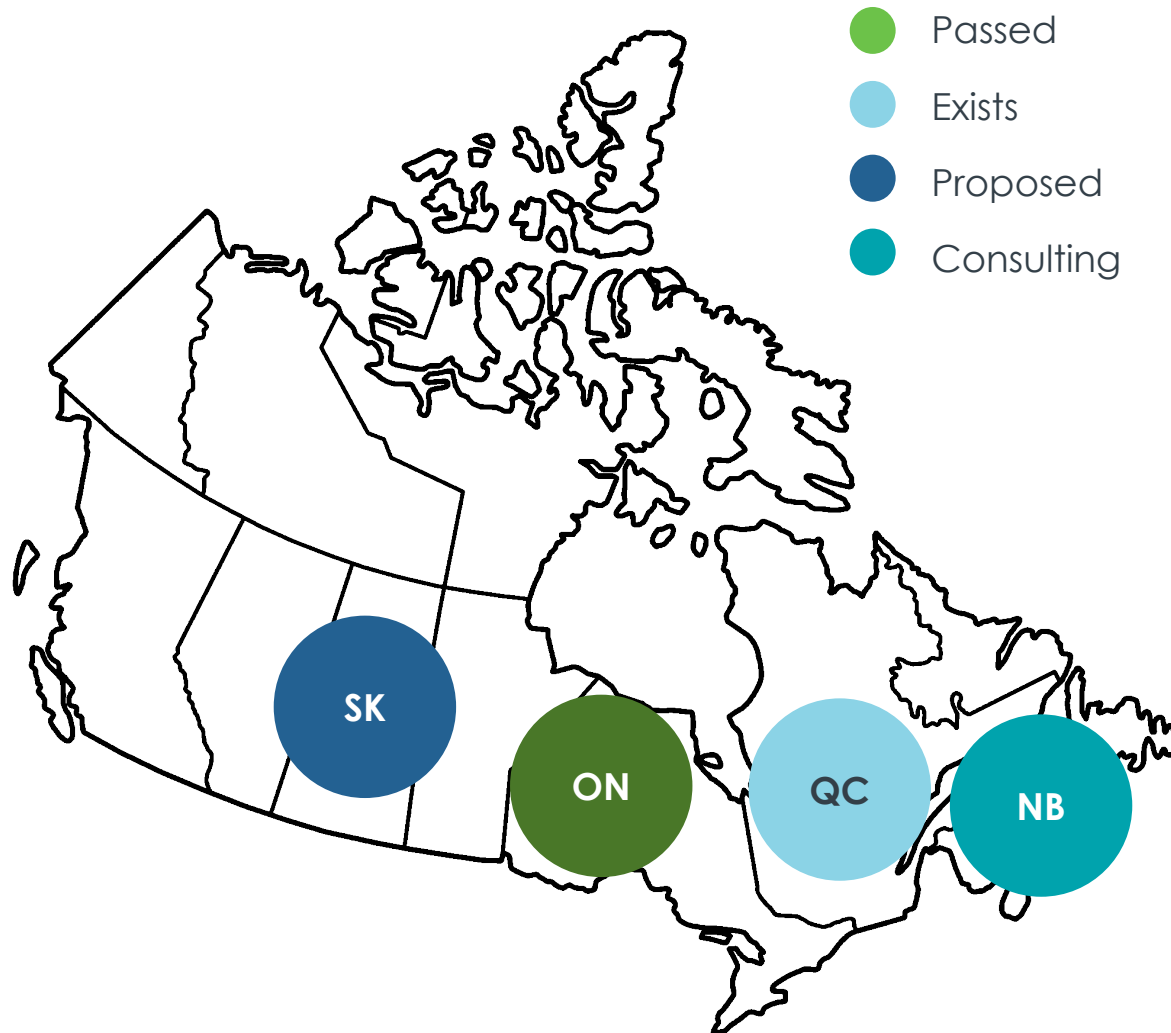
Total aggregated dollar value of fund expenses on annual report of Charges and Other Compensation

Comments due end of July, 2022



Titles

Title legislation





Titles

- Legislation to regulate titles came into force in Ontario on March 28, 2022
- The titles “financial advisor” or “financial planner” can no longer be used unless:
 - Individual has obtained an approved credential from an approved credentialing body; or
 - Those titles were being used before January 1, 2020 and approved credential is obtained within transition period
- Transition period: four years for Financial Planners and two years for Financial Advisors
- Certain credentialing bodies and credentials have been approved by the Financial Services Regulatory Authority (FSRA)



Capital markets modernization

Capital markets modernization



Legislation published to enhance OSC governance structure and expand OSC mandate



Review of issue of tied selling and access to bank shelves continues

Questions?





Thank you!