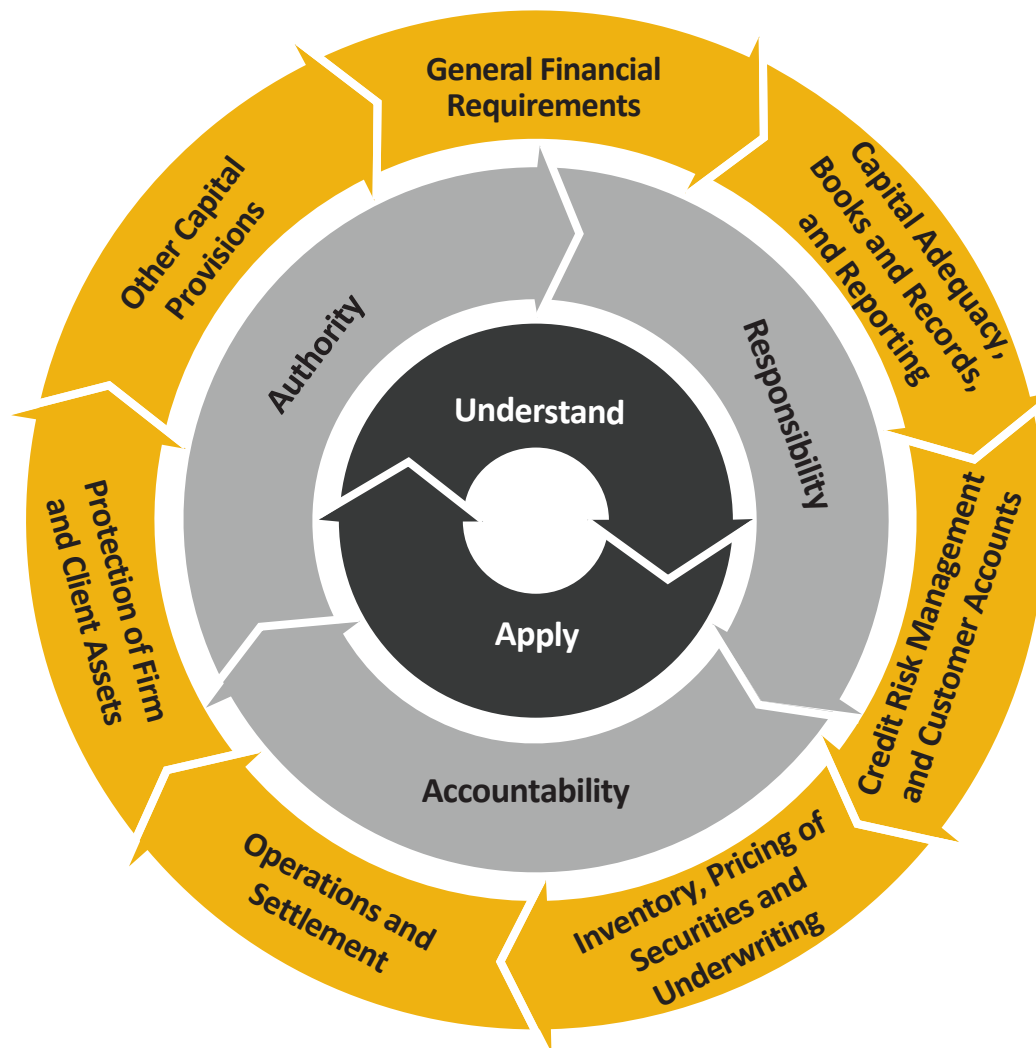


CHIEF FINANCIAL OFFICER (CFO) COMPETENCY PROFILE

The following is the competency profile for a highly competent and compliant CFO from a regulatory perspective. It captures the general knowledge they need to understand and the behaviours and skills they need to apply to support their leadership position within the dealer through their responsibility, accountability and authority. The required knowledge is dictated by the responsibilities and accountabilities of the role, which are both defined by and informed by the authority of the CFO.

Please refer to [Appendix 8](#) to review the reference document for the CFO competency profile.



CFOs are also Executives. The Executive competency profile also applies to the CFOs and should be referred to additionally. Please refer to [Appendix 6](#) to view the competencies applicable to all Executives.

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1. General Financial Requirements

Understand and apply the following as applicable:

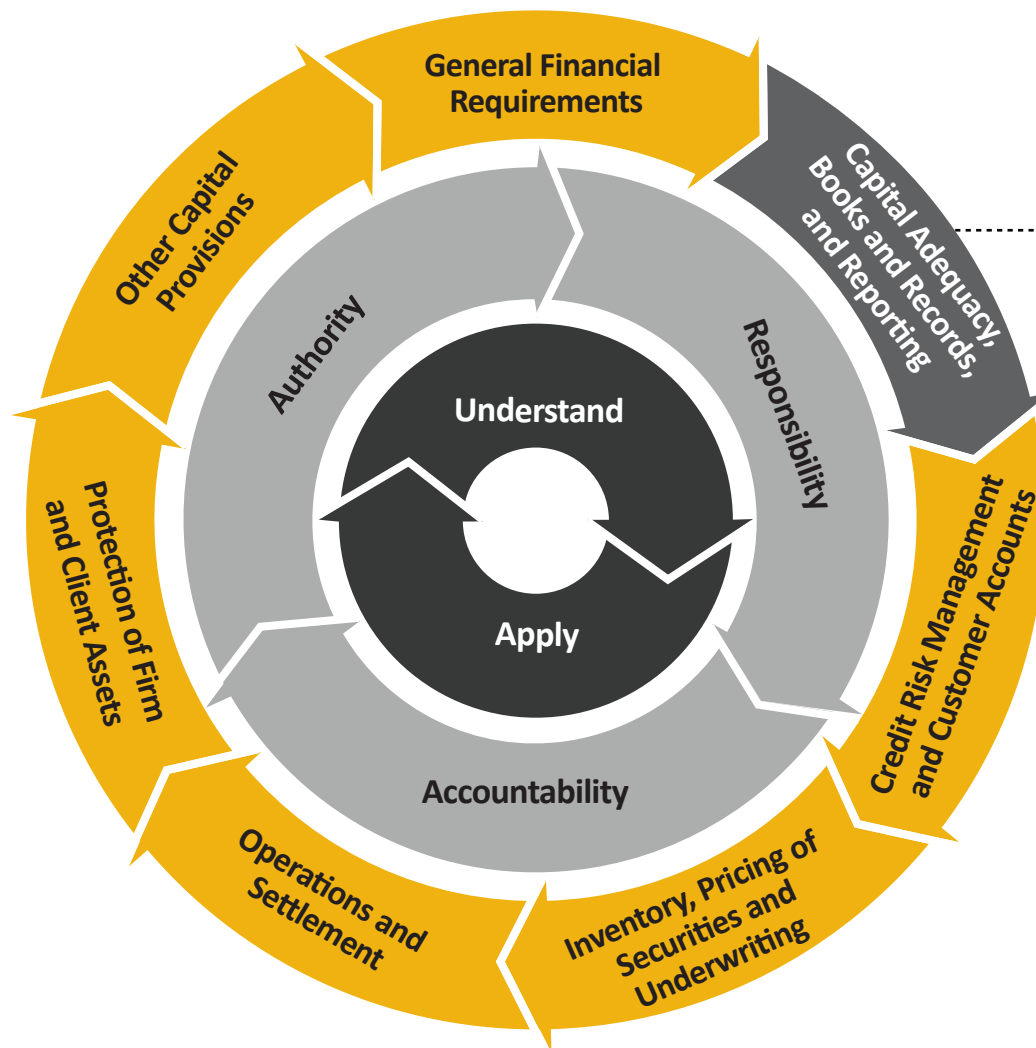
- I. Fundamental regulatory and industry knowledge
- II. Canadian Investor Protection Fund (CIPF)
- III. International Financial Reporting Standards (IFRS)

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2. Capital Adequacy, Books and Records, and Reporting

Understand and apply the following as applicable:

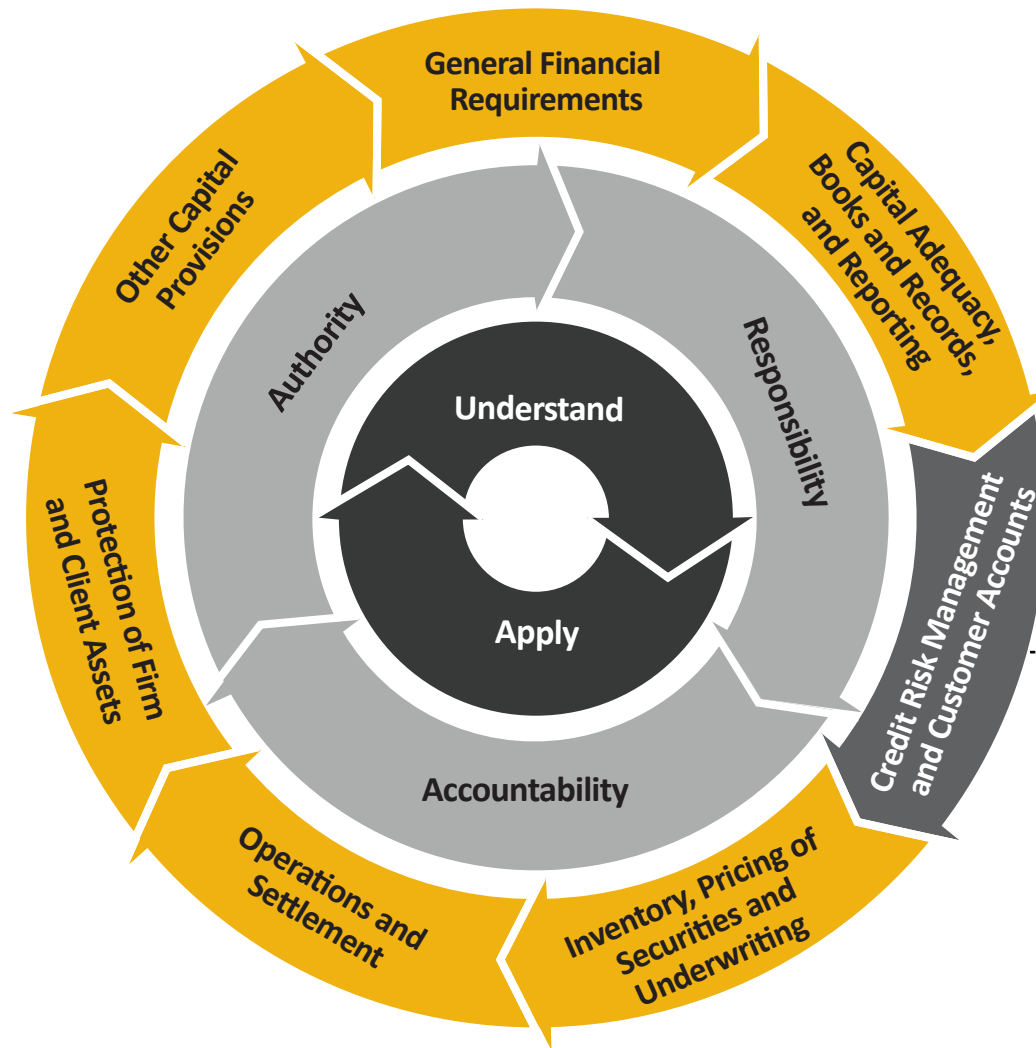
- I. Uniform capital rules
- II. Risk adjusted capital (RAC)
- III. Early warning system
- IV. Books and records
- V. Regulatory reporting and filing requirements
- VI. Related and affiliated companies and cross guarantees
- VII. Insurance coverage requirements
- VIII. Audit requirements

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3. Credit Risk Management and Customer Accounts

Understand and apply the following as applicable:

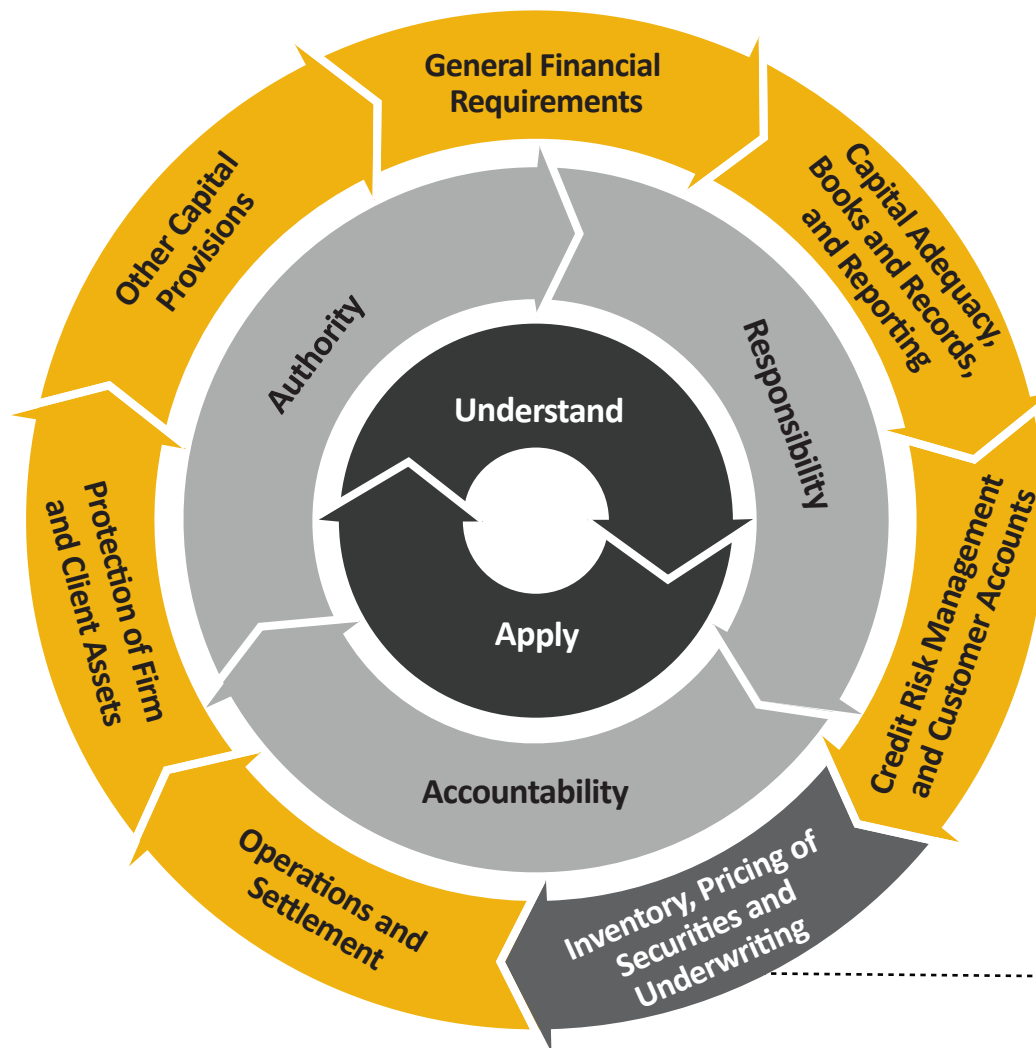
- I. Credit risk management
- II. Customer accounts
- III. Registered account plans

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4. Inventory, Pricing of Securities and Underwriting

Understand and apply the following as applicable:

- I. Inventory risk management and controls
- II. Inventory margin rates and offset rules
- III. Pricing of securities
- IV. Underwriting capital

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5. Operations and Settlement

Understand and apply the following as applicable:

- I. Clearing organizations and settlements
- II. Acceptable back office arrangements
- III. Back office operations
- IV. Stock record balancing and unresolved differences
- V. Liquidity and financing

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6. Protection of Firm and Client Assets

Understand and apply the following as applicable:

- I. Custody and related internal control requirements
- II. Segregation
- III. Client free credit balances
- IV. Safekeeping requirements
- V. Internal control requirements for safeguarding cash and securities

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7. Other Capital Provisions

Understand and apply the following as applicable:

- I. Securities concentration
- II. Provider of capital concentration charge
- III. Foreign exchange

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