



**FINANCE AND TREASURY BOARD**  
*FINANCIAL INSTITUTIONS*

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June 7, 2018

Mr. Brendan Wycks, BA, MBA, CAE, Co-Executive Director  
Canadian Association of Financial Institutions in Insurance  
411 Richmond Street East, Suite 200  
Toronto, ON M5A 3S5  
[Brendan.wycks@cafii.com](mailto:Brendan.wycks@cafii.com)

Dear Mr. Wycks:

On July 1, 2017, the Canadian Free Trade Agreement (CFTA) came into effect, replacing the Agreement on Internal Trade (AIT). This Agreement between the federal, provincial and territorial governments strengthens Canada's internal trade framework and produces benefits for businesses and consumers by supporting a modern, open and competitive Canadian economy. At its core, the CFTA prohibits discriminatory treatment of goods, services, workers and investments based on their province or territory of origin.

As you may know, the CFTA contains a forward-looking agenda with initiatives to further strengthen Canada's economic union, including a commitment with respect to financial services. The CFTA commits Parties to engage in exploratory discussions on financial services prior to commencing negotiations. These exploratory discussions and negotiations must conclude by January 1, 2020.

To assist with the exploratory discussions, I am writing to invite you to provide input on the incorporation of potential financial services areas to be considered for inclusion in the CFTA.

Specifically, I invite you as stakeholders to respond to the following questions:

1. Are there any interprovincial trade barriers that impact the ability of financial services businesses or sectors to operate across the country? If so, please provide details, quantifying the economic impact where possible and identifying the specific regulations, policies or procedures which act as an impediment to trade.
2. Are there specific financial services-related sectors or issues that you would like to see addressed through the CFTA? If so, please explain why.
3. Are there specific financial services-related sectors or issues that you would like to see excluded from the CFTA? If so, please explain why.

Mr. Brendan Wycks  
CAFI  
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Please provide your responses via email before June 29, 2018 to Alexis Michael at: [alexis.michael@novascotia.ca](mailto:alexis.michael@novascotia.ca). Your feedback will assist Parties in determining the appropriate scope and priority areas for the upcoming negotiations.

Further information on the CFTA can be found at: <https://www.cfta-alec.ca/>. Thank you for your input. Your ideas are critical to helping formulate discussions applicable to financial services into the CFTA.

Sincerely,

A handwritten signature in blue ink, appearing to read 'William Ngu', is written over a light blue rectangular background.

William Ngu  
Superintendent of Financial Institutions