

Agenda Item 5(b)(ii)
April 13/21 Board Meeting

Proposed CAFII Working Group on Industry Alignment Re Interpretation of FCAC's Appropriateness Guideline's Application to Authorized Insurance Products/CPI; and Potential Approaches to Compliance

From: Boyle, Martin <Martin.Boyle@bmo.com>

Sent: March-24-21 9:38 AM

To: Rob Dobbins <rob.dobbins@assurant.com>; Brendan Wycks <brendan.wycks@cafii.com>; Keith Martin <Keith.Martin@cafii.com>

Subject: EOC Meeting - FCAC Appropriateness Standard

Good morning gentlemen,

As you know, the FCAC is currently in consultations with the CBA on developing the appropriateness standard. While it is still in draft form, the implementation date is April 2022.

As a result, many (if not all) of CAFII's banking members are currently working on approaches for compliance to the standard. I think that there would be value in working together to get alignment on interpreting the standard's application to our industry as well as alignment in terms of the potential approaches to compliance.

I am sure that you are now well advanced in the development of the agenda for next week's EOC meeting, but I was wondering if this could be added as an item for discussion/decision (i.e., whether there is interest among the members to work together on the appropriateness standard).

Thanks,

Martin Boyle

Director, Governance & BUCO

BMO Insurance | 11th Flr, BMO Life Bldg, 60 Yonge St | Toronto, ON M5E 1H5

416-596-3900 ext.5030

martin.boyle@bmo.com