

Blanket Order No. 81-508

IN THE MATTER OF THE *SECURITIES ACT*  
R.S.N.S. 1989, CHAPTER 418, AS AMENDED

-AND-

IN THE MATTER OF  
EXEMPTIONS FROM NATIONAL INSTRUMENT 81-104  
ALTERNATIVE MUTUAL FUNDS

WHEREAS

1. Terms defined in the *Securities Act* (Nova Scotia) (the Act), National Instrument 81-102 *Investment Funds* (NI 81-102) and National Instrument 81-104 *Alternative Mutual Funds* (NI 81-104) have the same meaning in this Order.
2. Under Part 4 of NI 81-104, no mutual fund restricted individual may trade in a security of an alternative mutual fund unless the mutual fund restricted individual meets the proficiency requirements in subsection 4.1(1) (the Proficiency Requirements), and no principal distributor or participating dealer may trade in a security of an alternative mutual fund in a local jurisdiction unless the individual designated by a principal distributor or participating dealer to be responsible for the supervision of trades of those securities in the local jurisdiction (the Supervisor) meets the supervisory requirements in subsection 4.1(2) (the Supervisory Requirements). The Nova Scotia Securities Commission (the Commission) has recognized that the Proficiency Requirements and Supervisory Requirements have limited retail investor access to alternative investment strategies through the Mutual Fund Dealers Association of Canada dealer channel.
3. In recognition of the challenges the Proficiency Requirements and Supervisory Requirements have created for the distribution of alternative mutual funds, providing mutual fund restricted individuals and Supervisors with additional course options that offer updated and relevant information on alternative mutual funds that would satisfy their Proficiency Requirements or Supervisory Requirements, respectively, will facilitate access to alternative investment strategies for retail investors while maintaining investor protection. These additional course options will expedite retail investor access to alternative mutual funds and better enable retail investors to benefit from additional portfolio diversification opportunities through alternative investment strategies.
4. The Commission is satisfied that, subject to the conditions of this Order, it would not be prejudicial to the public interest to provide exemptions to the Proficiency Requirements and the Supervisory Requirements that will assist mutual fund restricted individuals, principal distributors and participating dealers in the distribution of alternative mutual funds and facilitate investment diversification for retail investors while continuing to provide investor protection.

IT IS ORDERED, pursuant to subsection 151A(1) of the Act that:

1. A mutual fund restricted individual may satisfy their Proficiency Requirements by complying with subsection 4.1(1) of NI 81-104, or by receiving a passing grade in any one of the following courses:
  - a. Canadian Securities Institute (CSI) – Alternative Strategies: Hedge Funds and Liquid Alternatives for Mutual Fund Representatives Course (the CSI Bridge Course);
  - b. IFSE Institute – Investing in Alternative Mutual Funds and Hedge Funds (the IFSE Bridge Course);
  - c. CSI – Investment Funds in Canada Course, provided that the passing grade was received upon course materials and an examination that substantially contains the content of the CSI Bridge Course (the Updated CSI Mutual Funds Course);
  - d. IFSE Institute – Canadian Investment Funds Course, provided that the passing grade was received upon course materials and an examination that substantially contains the content of the IFSE Bridge Course (the Updated IFSE Mutual Funds Course);

(the CSI Bridge Course, the IFSE Bridge Course, the Updated CSI Mutual Funds Course, and the Updated IFSE Mutual Funds Course are collectively referred to as the Alternative Mutual Fund Courses); and
2. A Supervisor may satisfy their Supervisory Requirements by complying with the relevant requirements in subsection 4.1(2) of NI 81-104, or by receiving a passing grade in any one of the Alternative Mutual Fund Courses.

PROVIDED THAT

3. A mutual fund restricted individual may rely on the exemption provided in this Order if:
  - a. the mutual fund restricted individual trades only in securities of alternative mutual funds that are approved for sale by their registered dealer, and
  - b. prior to the mutual fund restricted individual relying on this Order, the mutual fund restricted individual's registered dealer provides a one-time notification to the Commission by email at [NSSC-capital-markets@novascotia.ca](mailto:NSSC-capital-markets@novascotia.ca) stating that mutual fund restricted individuals registered with the registered dealer intend to rely on this Order; and
4. A Supervisor may rely on the exemption provided in this Order if:

- a. prior to the Supervisor relying on this Order, the principal distributor or participating dealer provides a one-time notification to the Commission by email at [NSSC-capital-markets@novascotia.ca](mailto:NSSC-capital-markets@novascotia.ca) stating that Supervisors registered with the principal distributor or participating dealer intend to rely on this Order.

DATED at Halifax, Nova Scotia, this 28th day of January, 2021.

NOVA SCOTIA SECURITIES COMMISSION



---

Paul E. Radford, Q.C., Chair