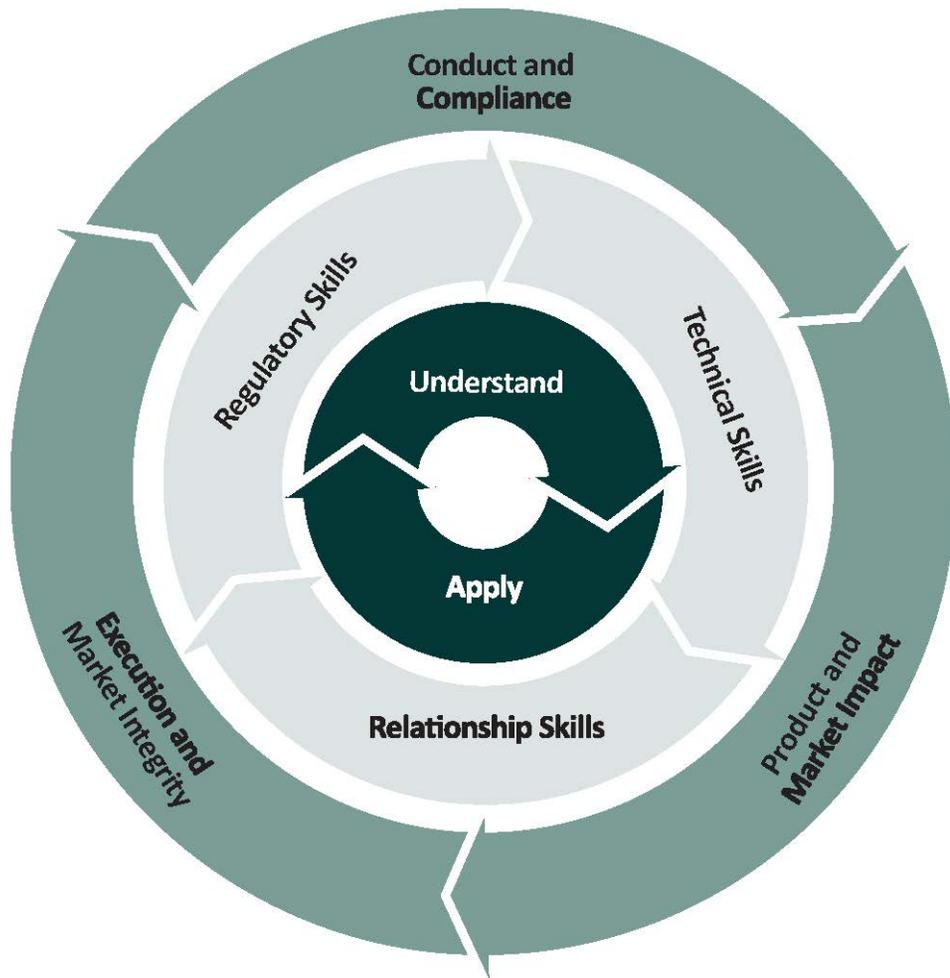


## INSTITUTIONAL REGISTERED REPRESENTATIVE AND INVESTMENT REPRESENTATIVE COMPETENCY PROFILE

The following is the competency profile for a highly competent and compliant institutional RR from a regulatory perspective. It captures the general knowledge they should have when interacting with institutional clients in relation to the specific regulatory obligations they should have an in-depth knowledge of, and the technical knowledge they should have in order to fulfill their responsibilities. IRs are to understand and apply or provide support, as applicable.

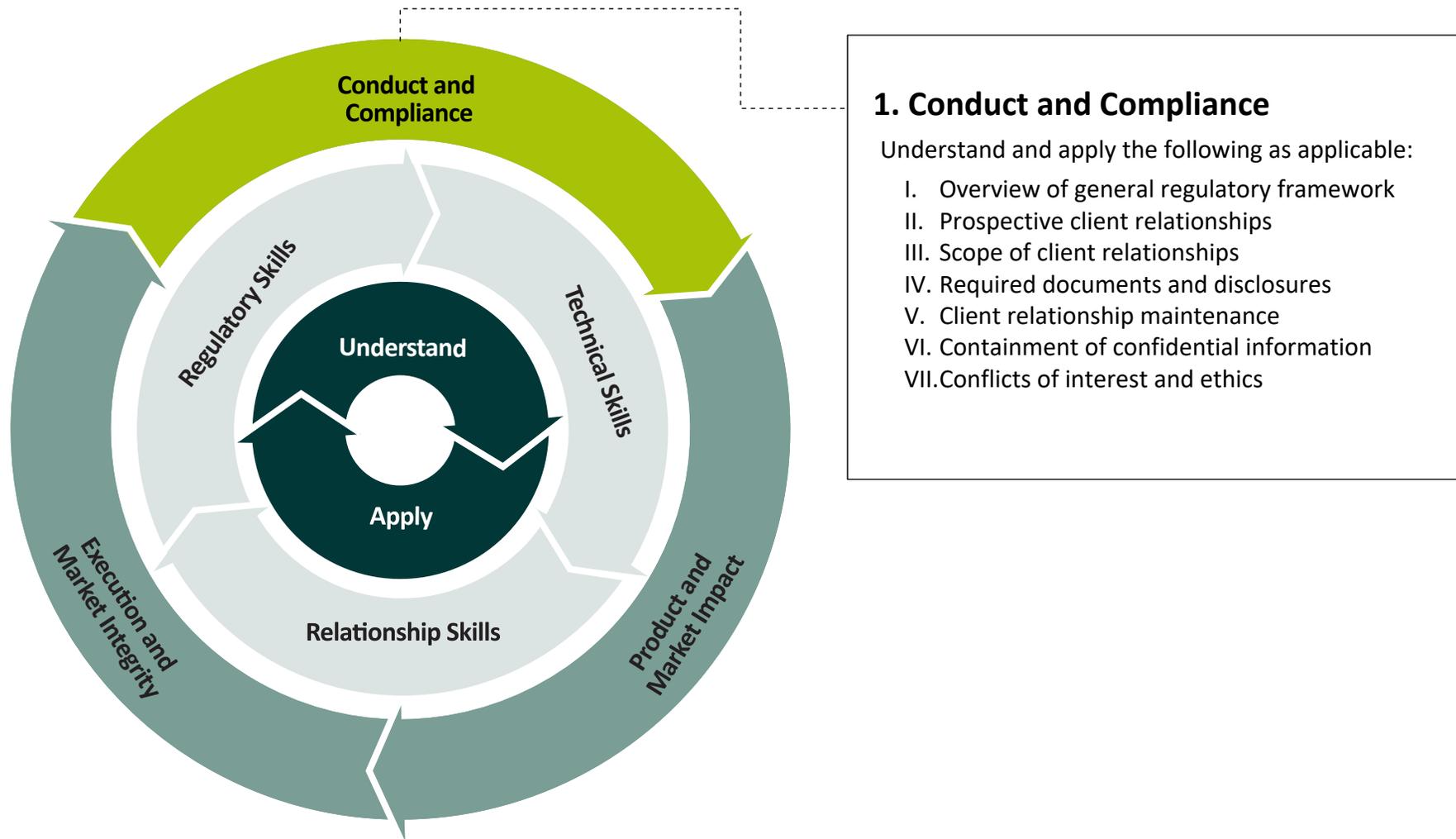
Please refer to [Appendix 12](#) to review the reference document for the institutional RR/IR competency profile.



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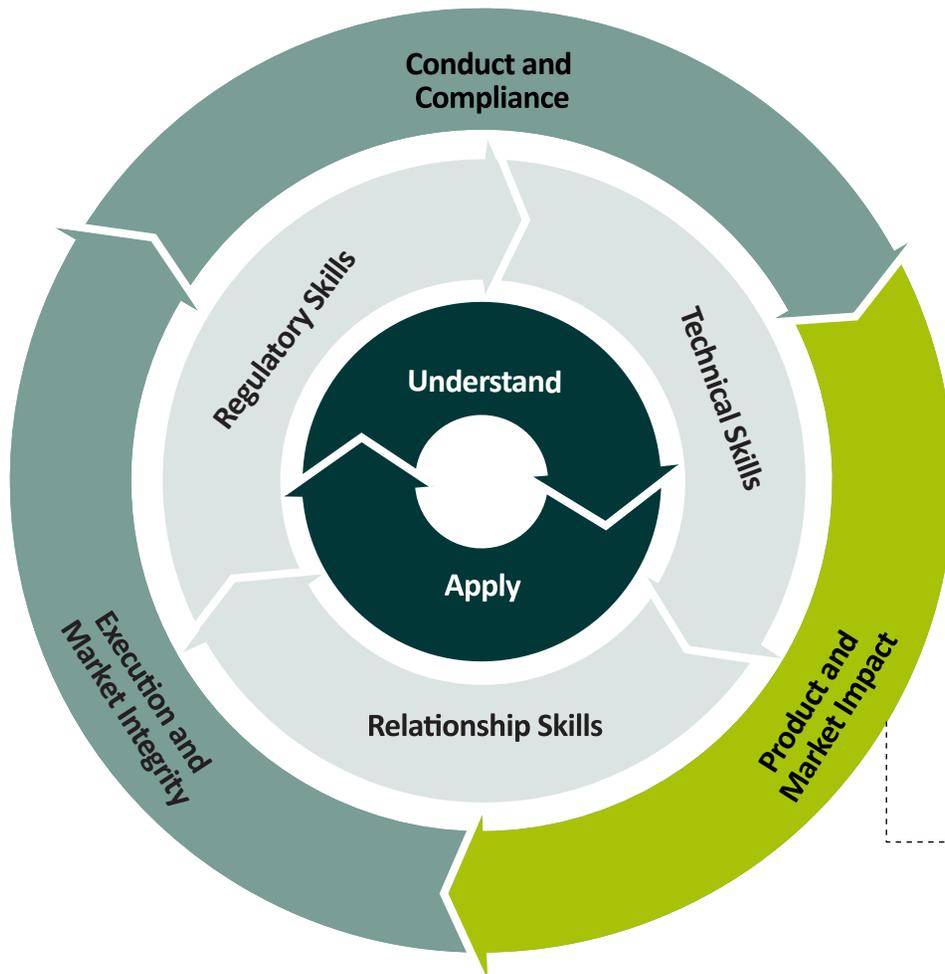
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### 2. Product and Market Impact

Understand and apply the following as applicable:

#### GENERAL FOR ALL

- I. Market structure
- II. Macroeconomic analysis
- III. Industry analysis
- IV. Company analysis
- V. Technical/statistical analysis
- VI. Research and analysis for each product requested by clients
- VII. Market research, news and relevant updates

#### SECURITIES

- VIII. Characteristics and information on equities
- IX. Characteristics and information on fixed income products
- X. Characteristics and information on other investments

#### OPTIONS

- XI. Overview of options and similar derivative contracts
- XII. Characteristics and information on dealing in options and similar derivative contracts

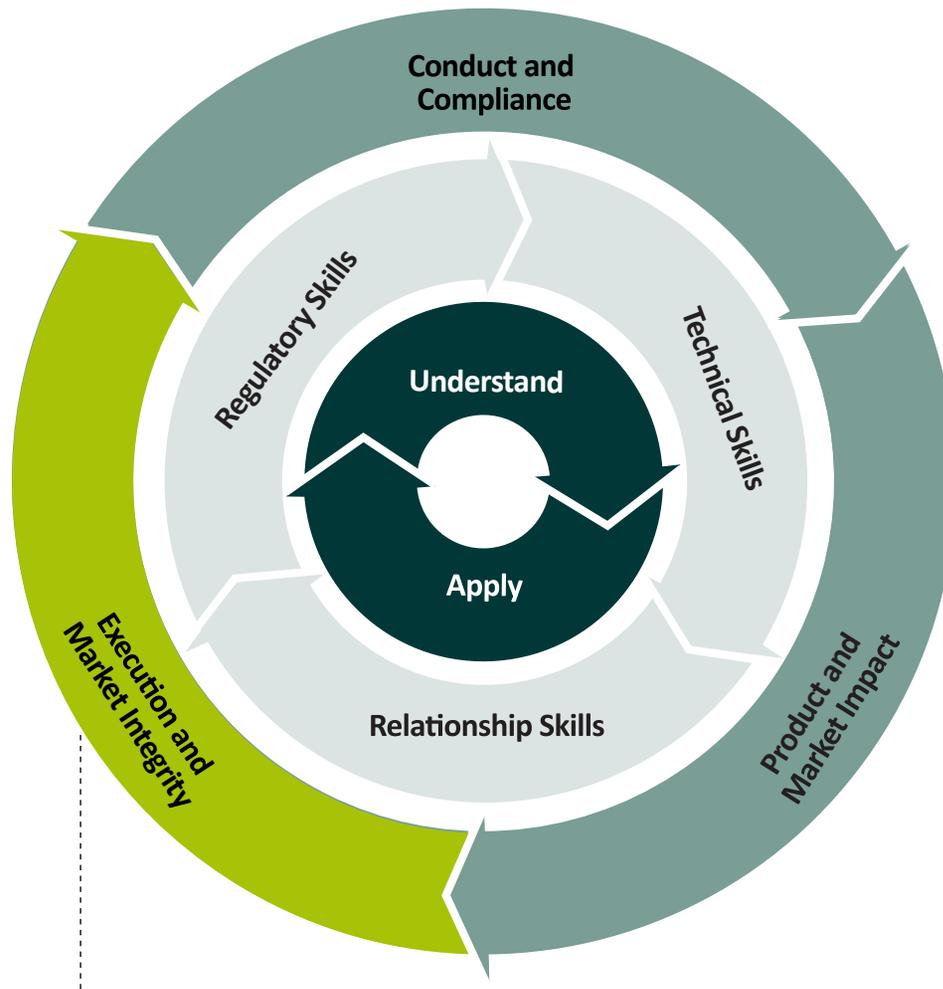
#### FUTURES CONTRACTS AND FUTURES CONTRACT OPTIONS

- XIII. Overview of futures and similar derivative contracts
- XIV. Characteristics and information on dealing in futures and similar derivative contracts

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### 3. Execution and Market Integrity

Understand and apply the following as applicable:

- I. Market integrity, trade execution and settlement
- II. Gatekeeping responsibilities