

Date: 16th December, 2013

**IN THE MATTER OF
THE SECURITIES LEGISLATION OF
ONTARIO, ALBERTA, BRITISH COLUMBIA, MANITOBA, NEW BRUNSWICK,
NEWFOUNDLAND AND LABRADOR, NORTHWEST TERRITORIES,
NOVA SCOTIA, NUNAVUT, PRINCE EDWARD ISLAND, QUÉBEC,
SASKATCHEWAN AND YUKON**

AND

**IN THE MATTER OF
THE PROCESS FOR EXEMPTIVE RELIEF APPLICATIONS
IN MULTIPLE JURISDICTIONS**

AND

**IN THE MATTER OF
RAYMOND JAMES & ASSOCIATES, INC.
(THE APPLICANT)**

DECISION

Background

Connected and Related Issuer Disclosure

The regulator in Ontario has received an application from the Applicant for a decision under the Legislation of the jurisdiction of the principal regulator for the following exemptions (the **Passport Exemptions**)

1. an exemption from the disclosure (the **Connected Issuer Disclosure and Related Issuer Disclosure**) required by subsection 2.1(1) of National Instrument 33-105 *Underwriting Conflicts* (NI 33-105) as specified in Appendix C of NI 33-105 in an offering memorandum as defined in the Legislation (**Offering Memorandum**) with respect to distributions of securities that meet all of the following criteria (a **Specified Exempt Distribution**):
 - (a) a distribution under an exemption from the prospectus requirement (Accredited Investor Prospectus Exemption) set out in section 2.3 of National Instrument 45-106 *Prospectus and Registration Exemptions* (NI 45-106),
 - (b) of a security offered primarily in a “foreign jurisdiction” (as defined in National Instrument 14-101 *Definitions*) (**Foreign Jurisdiction**),
 - (c) by the Applicant or an affiliate of the Applicant named in Schedule A attached hereto (**Affiliate**) as underwriter,

- (d) to Canadian investors each of which is a “permitted client” as defined in NI 31-103 (**Permitted Client**), and
 - (e) of a security issued by an issuer incorporated, formed or created under the laws of a Foreign Jurisdiction, that is not a reporting issuer in any jurisdiction of Canada, and that has its head office or principal executive office outside of Canada (**Foreign Issuer**).
2. an exemption from the requirement to include Connected Issuer Disclosure in an Offering Memorandum for a Specified Exempt Distribution of a security issued or guaranteed by the government of a Foreign Jurisdiction (**Foreign Government**) and that meets all of the criteria described in (i) above other than (e); and
 3. an exemption from the requirement to include Related Issuer Disclosure in an Offering Memorandum for a Specified Exempt Distribution of a security issued or guaranteed by a Foreign Government and that meets all of the criteria described in (i) above other than (e).

Right of Action Disclosure

The securities regulatory authority or regulator in each of Ontario, New Brunswick, Nova Scotia and Saskatchewan (the **Coordinated Exemptive Relief Decision Makers**) has received an application (the **Coordinated Exemptive Relief**) from the Applicant for a decision under the securities legislation of those jurisdictions for an exemption from the requirement to disclose in an Offering Memorandum with respect to a Specified Exempt Distribution, a description of the statutory right of action available to purchasers for a misrepresentation in the Offering Memorandum (the **Right of Action Disclosure**).

Process for Exemptive Relief Applications in Multiple Jurisdictions

Under the Process for Exemptive Relief Applications in Multiple Jurisdictions (for a hybrid application):

- (a) the OSC is the principal regulator for this application;
- (b) the Applicant has provided notice that subsection 4.7(1) of Multilateral Instrument 11-102 *Passport System* (**MI 11-102**) is intended to be relied upon in British Columbia, Alberta, Saskatchewan, Manitoba, Québec, New Brunswick, Nova Scotia, Newfoundland and Labrador, Prince Edward Island, Yukon, the Northwest Territories and Nunavut;
- (c) the decision is the decision of the principal regulator; and
- (d) the decision evidences the decision of each Coordinated Exemptive Relief Decision Maker.

Interpretation

Terms defined in MI 11-102 and National Instrument 14-101 *Definitions* have the same meaning if used in this decision, unless otherwise defined.

Legislation means, for the local jurisdiction, its securities legislation.

Representations

This decision is based on the following facts represented by the Applicant:

1. The Applicant has filed Form 31-103F2 *Submission to Jurisdiction and Appointment of Agent for Service (Form 31-103F2)* in order to qualify for the international dealer exemption. Attached hereto as Schedule A is a list of the Applicant and Affiliates registered as an investment dealer, restricted dealer or exempt market dealer and/or which have filed Form 31-103F2 in order to qualify for the international dealer exemption under section 8.18 of NI 31-103.
2. The Applicant is registered as a broker-dealer and an investment adviser with the U.S. Securities and Exchange Commission and is a member of the Financial Industry Regulatory Authority, a self-regulatory organization. The Applicant is also a member of the New York Stock Exchange and the NASDAQ and is a participant firm of the Chicago Stock Exchange.
3. The Applicant, together with its Affiliates, is actively involved in underwriting public offerings and private placements in the United States and elsewhere by U.S. and other foreign issuers.
4. The Applicant and its Affiliates regularly consider extending offerings of Foreign Issuers or Foreign Governments to Canadian investors that are Permitted Clients under the Accredited Investor Prospectus Exemption.
5. If a prospectus or private placement memorandum (a **foreign offering document**) is provided to investors outside Canada, it is common practice where these offerings are extended to Canadian investors to provide the foreign offering document to Canadian investors. The foreign offering document when used in the jurisdiction constitutes an Offering Memorandum.
6. If an Offering Memorandum is provided to Canadian investors, it is required to include, depending on the jurisdiction, one or both of (i) the Connected Issuer Disclosure and Related Issuer Disclosure; and (ii) Right of Action Disclosure.
7. The Connected Issuer Disclosure and Related Issuer Disclosure prescribes summary disclosure to be included on the cover page of an Offering Memorandum, together with a cross-reference, and more detailed disclosure to be included in the body of an Offering Memorandum concerning the nature of any relationship that the issuer or any selling securityholder may have with an underwriter of the distribution or any affiliate of an

underwriter, either through a significant security holding (related issuer) (**Related Issuer Disclosure**) or such that a reasonable prospective purchaser of the offered securities may be led to question if the underwriter or affiliate and the issuer or selling securityholder are independent of each other in respect of the distribution (connected issuer) (**Connected Issuer Disclosure**) and the effect the distribution may have on the underwriter or affiliate.

8. The Right of Action Disclosure provides a description of the statutory right of action for rescission or damages available to purchasers in the event of a misrepresentation in the Offering Memorandum.
9. In order to have the prescribed Canadian disclosure included in the foreign offering document, that foreign offering document may either be amended to include the prescribed Canadian disclosure, or, more commonly, a “wrapper” with the prescribed Canadian disclosure and other optional disclosure (a **Canadian wrapper**) is prepared by one or more underwriters making a Specified Exempt Distribution and attached to the face of the foreign offering document, so that the Canadian wrapper together with the foreign offering document form one document constituting a Canadian Offering Memorandum for the purposes of that offering. The underwriters making the Exempt Distribution or their affiliates provide the Canadian Offering Memorandum to purchasers in Canada.
10. An offering document for an offering registered under U.S. federal securities laws (**U.S. Registered Offering**) by a U.S. domestic issuer or foreign private issuer must include disclosure, pursuant to section 229.508 of Regulation S-K under the U.S. Securities Act of 1933, as amended (**1933 Act**) and FINRA Rule 5121 regarding underwriter conflicts of interest, that is substantially similar to that required by the Connected Issuer Disclosure and Related Issuer Disclosure, except that cover page disclosure is not required.
11. An offering document for a U.S. Registered Offering must identify each underwriter having a material relationship with the issuer and state the nature of the relationship. Pursuant to FINRA Rule 5121, no underwriter that has a conflict of interest may participate in a U.S. Registered Offering unless the offering document includes prominent disclosure of the nature of the conflict of interest.
12. Certain unregistered offerings (such as bank debt offerings exempt from registration under section 3(a)2 of the 1933 Act, offerings by foreign governments and securities exchange offerings exempt from registration under section 3(a)9 of the 1933 Act) are also subject to FINRA Rule 5121.
13. Right of Action Disclosure is only required in the provinces of Saskatchewan, Nova Scotia, New Brunswick and Ontario. The securities legislation of Manitoba, Prince Edward Island, Newfoundland and Labrador, Yukon, the Northwest Territories and Nunavut provide for statutory rights of rescission or damages in the event of misrepresentation in an offering memorandum, but do not mandate disclosure of the

rights in the offering memorandum. The securities legislation of Alberta, British Columbia and Quebec provides for statutory rights of rescission or damages in the event of misrepresentation in an offering memorandum when the exemption in section 2.9 of NI 45-106 is relied upon.

14. The added complexity, delays and enhanced costs associated with ensuring compliance with Canadian Offering Memorandum requirements are frequently factors that issuers and underwriters take into consideration when deciding whether to include Canadian investor participation in an offering.
15. Non-Canadian issuers and underwriters will often extend the offering to Canadian institutional investors, provided that the timing requirements and incremental compliance costs do not outweigh the benefits of doing so.
16. In many cases, an offering proceeds on such an accelerated timetable that even a one-day turn-around to prepare a Canadian wrapper can make it impracticable to include participation by Canadian investors.

Decision

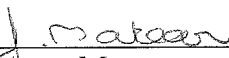
Each of the principal regulator and the Coordinated Exemptive Relief Decision Makers is satisfied that the decision meets the test set out in the Legislation for the relevant regulator or securities regulatory authority to make the decision.

The decision of the principal regulator under the Legislation is that the Passport Exemptions are granted, provided that:

- (a) the Applicant and its Affiliates shall deliver to each prospective purchaser of securities under a Specified Exempt Distribution a notice, substantially in the form of Schedule B attached hereto, prior to the first reliance on this Decision for distributions of securities to such prospective purchaser and the purchaser provides in return a written acknowledgement and consent to reliance by the Applicant or its Affiliates upon this Decision;
- (b) for a Specified Exempt Distribution by a Foreign Issuer, any Offering Memorandum provided by the Applicant or its Affiliates complies with the disclosure requirements applicable to a U.S. Registered Offering with respect to disclosure of underwriter conflicts of interest between the Applicant or its Affiliates and the issuer or selling securityholder, whether or not the offering is a U.S. Registered Offering;
- (c) if Related Issuer Disclosure would have been required for a Specified Exempt Distribution of securities issued or guaranteed by a Foreign Government, any Offering Memorandum provided by the Applicant or its Affiliates:
 - (i) complies with the disclosure requirements applicable to a U.S. Registered Offering with respect to disclosure of underwriter conflicts of interest

between the Applicant or Affiliate and the issuer or selling securityholder, whether or not the offering is a U.S. Registered Offering; or

- (ii) contains the disclosure specified in Appendix C of NI 33-105 to be included in the body of a prospectus or other document;
- (d) on a monthly basis (unless and until otherwise notified in writing by the Director of the Corporate Finance Branch of the principal regulator), the Applicant will deliver to the Director of the Corporate Finance Branch of the principal regulator (within ten days of the last day of the previous month), a list of the Specified Exempt Distributions it or an Affiliate has made in reliance on this Decision, if any, stating the name of the issuer, the security distributed, the total value of the offering in Canadian dollars, the value in Canadian dollars of the securities distributed in Canada by the Applicant and its Affiliates, the date of the Form 45-106F1 *Report of Exempt Distribution* (Form 45-106F6 *British Columbia Report of Exempt Distribution* in British Columbia) filed with applicable regulators and the jurisdictions in which it was filed;
- (e) each Form 45-106F1 filed with the principal regulator by an Applicant or an Affiliate in connection with a Specified Exempt Distribution shall be filed using the electronic version of Form 45-106F1 available on the website of the principal regulator; and
- (f) the Passport Exemptions shall terminate on the earlier of: (i) the date that is three years after the date of this Decision and (ii) the date that amendments to the Legislation become effective in each jurisdiction of Canada that provide for substantially the same relief as the Passport Exemptions.



Jo-Anne Matear
Manager, Corporate Finance
Ontario Securities Commission

AND

The decision of the Coordinated Review Decision Makers under the Legislation is that the Coordinated Exemptive Relief is granted, provided that:

- (a) the Applicant and its Affiliates shall deliver to each prospective purchaser of securities under a Specified Exempt Distribution a notice, substantially in the form of Schedule B attached hereto, prior to the first reliance on this Decision for distributions of securities to such prospective purchaser and the purchaser provides in return a written acknowledgement and consent to reliance by the Applicant or its Affiliates upon this Decision; and
- (b) the Coordinated Exemptive Relief shall terminate in a particular jurisdiction on the earlier of: (i) the date that is three years after the date of this Decision and (ii) the date that amendments to the Legislation become effective in the jurisdiction that provide for substantially the same relief as the Coordinated Exemptive Relief.



Commissioner
Ontario Securities Commission



Commissioner
Ontario Securities Commission

SCHEDULE A

The Applicant and its Affiliates Registered as an Investment Dealer, Restricted Dealer or Exempt Market Dealer and/or Which Have Filed Form 31-103F2 in Order to Qualify for the International Dealer Exemption

Applicant and Affiliates	Registration Status	Exempt International Dealer	Exempt Market Dealer	Restricted Dealer	Investment Dealer
Raymond James					
Raymond James & Associates, Inc.	Relying on the International Dealer Exemption	Ontario, Alberta, British Columbia, New Brunswick, Quebec			
Raymond James Ltd.	Registered as an Investment Dealer				All provinces and territories of Canada

SCHEDULE B
FOREIGN SECURITY PRIVATE PLACEMENTS
NOTICE TO CLIENTS

We may from time to time sell to you as principal or agent securities of Foreign Issuers or securities of or guaranteed by Foreign Governments sold into Canada on a prospectus exempt basis (Foreign Security Private Placements). On ■, 2013, the Canadian Securities Administrators issued a decision (the Decision) exempting us and our affiliates from certain disclosure obligations applicable to such transactions on the basis that you are a permitted client as defined in National Instrument 31-103 *Registration Requirements, Exemptions and Ongoing Registration Requirements*. The Decision is available at www.osc.gov.on.ca and terminates on the earlier of three years after the date of the Decision and the date amendments to the Legislation come into effect in each jurisdiction in Canada that provide for substantially the same relief as the Decision. Capitalized terms used but not otherwise defined in this notice have the meanings ascribed to such terms in the Decision.

It is a requirement of the Decision that we notify you of the following two matters set forth in this notice.

1. Statutory Rights of Action

If, in connection with a Foreign Security Private Placement, we deliver to you an offering document that constitutes an offering memorandum under applicable securities laws in Canada, you may have, depending on the province or territory of Canada in which the trade was made to you, remedies for rescission or damages if the offering memorandum and any amendment thereto contains a misrepresentation, provided that the remedies for rescission or damages are exercised by you within the time limit prescribed by the securities legislation of your province or territory. You should refer to any applicable provisions of the securities legislation of your province or territory for the particulars of these rights or consult with a legal advisor.

2. Relationship between the Issuer or Selling Securityholder and the Underwriters

We or our affiliates in respect of a Foreign Security Private Placement may have an ownership, lending or other relationship with the issuer of such securities or a selling securityholder that may cause the issuer or selling securityholder to be a “related issuer” or “connected issuer” to us or such affiliate under Canadian securities law (as those terms are defined in National Instrument 33-105 *Underwriting Conflicts*). Under the terms of the Decision, the offering document for a private placement by a Foreign Issuer will disclose underwriter conflicts of interest in accordance with the requirements of U.S. federal securities laws and of the Financial Industry Regulatory Authority, a self-regulatory organization in the United States, applicable to an offering registered under the 1933 Act. The Decision grants an exemption from the requirement to include connected issuer disclosure or cover page related issuer disclosure in an offering document for a private placement of securities of or guaranteed by a Foreign Government.

Please note the following for your information.

3. Canadian Federal Income Tax Considerations

The offering document in respect of the Foreign Security Private Placement may not contain a discussion of the Canadian tax consequences of the purchase, holding or disposition of the securities offered. You are advised to consult your own tax advisor regarding the Canadian federal income tax considerations relevant to the purchase of securities offered in a Foreign Security Private Placement having regard to your particular circumstances. The Canadian federal income tax considerations relevant to you may differ from the income tax considerations described in the offering document and such differences may be material and adverse.

Dated ■, 2013

CLIENT ACKNOWLEDGEMENT, CONSENT AND REPRESENTATION

I _____, on behalf of _____, acknowledge receipt of the Notice to Clients dated _____, 2013 and consent to Foreign Security Private Placements made to us by way of offering documents prepared and delivered in reliance on an exemption from the disclosure requirements described in the decision of the Canadian Securities Administrators dated ■, 2013, and represent that _____ is a “permitted client” as defined in National Instrument 31-103 *Registration Requirements, Exemptions and Ongoing Registration Requirements* and an “accredited investor” as defined in National Instrument 45-106 *Prospectus and Registration Exemptions*.

Per: _____
Authorized Signatory

Date: _____

I have authority to bind the company

Name: _____

Title: _____

Raymond James & Associates, Inc.

Dear Sirs/Mesdames:

Re: Application under the securities legislation (Legislation) of Alberta, Manitoba, New Brunswick, Newfoundland and Labrador, Nova Scotia, Ontario, Prince Edward Island, Québec and Saskatchewan (the Jurisdictions) with respect to the making of a listing representation in certain circumstances

Raymond James & Associates, Inc. (the **Applicant**) has applied to the Director, the Executive Director, the Superintendent or the Authority, as the case may be, in the Jurisdictions (the **Decision Makers**) for,

- (a) in Saskatchewan, Manitoba, Ontario and Nova Scotia, written permission of the Director,
- (b) in Alberta and New Brunswick, written permission of the Executive Director,
- (c) in Prince Edward Island and Newfoundland and Labrador, written permission of the Superintendent, and
- (d) in Québec, authorization from the Authority,

to include in an offering memorandum or accompanying documentation (an **Offering Memorandum**) delivered by the Applicant or an affiliate of the Applicant named in Schedule A attached hereto (an **Affiliate**), as underwriter, to a permitted client in connection with a Foreign Issuer Private Placement (as defined below), a representation that a security will be listed on an exchange or quoted on a quotation and trade reporting system, or that application has been or will be made to list the security on an exchange or quote the security on a quotation and trade reporting system located in a foreign jurisdiction (a **Listing Representation**).

For purposes of this letter,

Foreign Issuer Private Placement means a distribution of securities in a Jurisdiction that meets all of the following criteria:

- (a) a distribution under an exemption from the prospectus requirement (**Accredited Investor Prospectus Exemption**) set out in section 2.3 of National Instrument 45-106 Prospectus and Registration Exemptions,
- (b) of a security offered primarily in a “foreign jurisdiction” (as defined in National Instrument 14-101 *Definitions*) (**Foreign Jurisdiction**),
- (c) by an Applicant or an Affiliate as underwriter,

- (d) to Canadian investors each of which is a “permitted client” (**Permitted Client**) as defined in National Instrument 31-103 *Registration Requirements, Exemptions and Ongoing Registrant Obligations* (**NI 31-103**), and
- (e) which security is either:
 - (i) issued by an issuer incorporated, formed or created under the laws of a Foreign Jurisdiction, that is not a reporting issuer in any jurisdiction in Canada, and that has its head office or principal executive office outside of Canada (**Foreign Issuer**), or
 - (ii) issued or guaranteed by the government of a Foreign Jurisdiction (**Foreign Government**).

As the Applicant has represented to the Decision Makers that:

1. The Applicant has filed Form 31-103F2 *Submission to Jurisdiction and Appointment of Agent for Service* (**Form 31-103F2**) in order to qualify for the international dealer exemption. Attached hereto as Schedule A is a list of the Applicants and Affiliates registered as an investment dealer, restricted dealer or exempt market dealer and/or which have filed Form 31-103F2 in order to qualify for the international dealer exemption under section 8.18 of NI 31-103.
2. The Applicant is registered as a broker-dealer with the U.S. Securities and Exchange Commission and is a member of the Financial Industry Regulatory Authority, a self-regulatory organization.
3. The Applicant, together with its Affiliates, is actively involved in underwriting public offerings and private placements in the United States and elsewhere by U.S. and other foreign issuers.
4. The Applicant and its Affiliates regularly consider extending offerings of Foreign Issuers or Foreign Government Issuers to Canadian investors that are Permitted Clients under the Accredited Investor Prospectus Exemption.
5. If a prospectus or private placement memorandum (a **Foreign Offering Document**) is provided to investors outside Canada, it is common practice where these offerings are extended to Canadian investors to provide the Foreign Offering Document to Canadian investors. The Foreign Offering Document when used in the jurisdiction constitutes an Offering Memorandum.
6. It is common for a Foreign Offering Document to contain a statement to the effect that application has been made to list the securities on a foreign (i.e. non-Canadian) exchange or quotation and trade reporting system that is expected to be the principal trading market.
7. The Legislation of the Jurisdictions prohibits the making of written or oral representations that a security will be listed on an exchange or quoted on a quotation and

trade reporting system unless permission is first obtained from the regulator in the case of Manitoba, or, unless certain conditions are met, permission or authorization is first obtained from the regulator or Authority in the case of the other Jurisdictions.

8. The added complexity, delays and enhanced costs associated with obtaining any required consent of the relevant regulators to the making of the Listing Representation are among the factors that issuers and underwriters take into consideration when deciding whether to include Canadian investor participation in a Foreign Issuer Private Placement and the Jurisdictions in which it will be marketed.
9. Even in those Jurisdictions where express consent is not required if the conditions set out in the Legislation are satisfied, the Applicant or Affiliate may not be able to fulfil those conditions in the circumstances of a particular offering. The conditions may require that either (i) an application to list or quote the relevant securities has been made and that the issuer already has other securities listed on an exchange or quoted on a quotation and trade reporting system, or (ii) the exchange or quotation and trade reporting system has granted approval to the listing or quoting of the securities, conditional or otherwise, or has consented to, or indicated that it does not object to, the making of the Listing Representation.
10. Many foreign exchanges, quotation and trade reporting systems and related foreign securities laws do not prohibit such Listing Representations, provided they are factually correct. As a result, at the time when a preliminary solicitation may take place, the relevant foreign exchange or quotation and trade reporting system may not yet have granted approval to that listing or quotation, conditional or otherwise. They also do not generally provide any express written consent to making factually correct representations about the status of the listing or quotation application process or an issuer's intention to apply for listing or quotation.

Having considered the representations above, and pursuant to the applicable statutory provisions set out in Schedule B attached hereto, in respect of each Jurisdiction, this letter evidences,

- (a) in Saskatchewan, Manitoba, Ontario and Nova Scotia, written permission of the Director,
- (b) in Alberta and New Brunswick, written permission of the Executive Director,
- (c) in Prince Edward Island and Newfoundland and Labrador, written permission of the Superintendent, and
- (d) in Québec, authorization from the Authority,

to include a Listing Representation in an Offering Memorandum in connection with a Foreign Issuer Private Placement provided that, at the time it is made, the Listing Representation is factually correct and is made in compliance with the laws and rules of the exchange or quotation and trade reporting system referred to in the Listing Representation.

This letter shall cease to be effective in a particular Jurisdiction on the earlier of: (i) the date that is three years after the date of this letter and (ii) the date that amendments to the Legislation become effective in the Jurisdiction that provide for substantially the same relief as is provided for in this letter.

Dated this 16th day of December 2013.



JoAnne Matear
Manager, Corporate Finance Branch
Ontario Securities Commission

SCHEDULE A

The Applicant and its Affiliates Registered as an Investment Dealer, Restricted Dealer or Exempt Market Dealer and/or Which Have Filed Form 31-103F2 in Order to Qualify for the International Dealer Exemption

Applicant and Affiliates	Registration Status	Exempt International Dealer	Exempt Market Dealer	Restricted Dealer	Investment Dealer
<u>Raymond James</u>					
Raymond James & Associates, Inc.	Relying on the International Dealer Exemption	Ontario, Alberta, British Columbia, New Brunswick, Quebec			
Raymond James Ltd.	Registered as an Investment Dealer				All provinces and territories of Canada

SCHEDULE B

STATUTORY PROVISIONS

Province	Statutory Provision
Alberta	s. 92(3)(b) of the <i>Securities Act</i> (Alberta)
Saskatchewan	s. 44(3) of the <i>Securities Act</i> (Saskatchewan)
Manitoba	s. 69(3) of the <i>Securities Act</i> (Manitoba)
Ontario	s. 38(3) of the <i>Securities Act</i> (Ontario)
Québec	s. 199(4) of the <i>Securities Act</i> (Québec)
Nova Scotia	s. 44(3) of the <i>Securities Act</i> (Nova Scotia)
New Brunswick	s. 58(3)(c) of the <i>Securities Act</i> (New Brunswick)
Prince Edward Island	s. 147(1)(c) of the <i>Securities Act</i> (Prince Edward Island)
Newfoundland and Labrador	s. 39(3) of the <i>Securities Act</i> (Newfoundland and Labrador)

Raymond James & Associates, Inc.
c/o Borden Ladner Gervais LLP
40 King Street West, Suite 4100
Toronto, ON M5H 3Y4

Attention: William J.E. Jones

Re: Indirect collection of personal information

The party named above (the **Applicant**) and its affiliates named in Schedule A attached hereto (an **Affiliate**), have made an application to the Ontario Securities Commission (the **OSC**) for an exemption from the requirement in Form 45-1056F1 *Report of Exempt Distributions (Form 45-106F1)* to confirm notification to purchasers of specified information regarding the collection of personal information and the authorization by such purchasers for the indirect collection of personal information, in the context of a Foreign Issuer Private Placement (as defined below).

For the purposes of this letter,

Foreign Issuer Private Placement means a distribution of securities that meets all of the following criteria:

- (a) a distribution under an exemption from the prospectus requirement (**Accredited Investor Prospectus Exemption**) set out in section 2.3 of National Instrument 45-106 *Prospectus and Registration Exemptions*,
- (a) of a security offered primarily in a “foreign jurisdiction” (as defined in National Instrument 14-101 *Definitions*) (**Foreign Jurisdiction**),
- (b) by an Applicant or an Affiliate as underwriter,
- (c) to Canadian investors each of which is a “permitted client” (**Permitted Client**) as defined in National Instrument 31-103 *Registration Requirements, Exemptions and Ongoing Registrant Obligations (NI 31-103)*, and
- (d) which security is either:
 - (i) issued by an issuer incorporated, formed or created under the laws of a Foreign Jurisdiction, that is not a reporting issuer in any jurisdiction in Canada, and that has its head office or principal executive office outside of Canada (**Foreign Issuer**), or
 - (ii) issued or guaranteed by the government of a Foreign Jurisdiction (**Foreign Government**).


Item 9 of Form 45-106F1 requires that, if a distribution is made in Ontario, the “Authorization of Indirect Collection of Personal Information for Distributions in Ontario” (the **Authorization**) attached to Form 45-106F1 must be filed with the Ontario Securities Commission.

The Authorization notes that Schedule 1 to Form 45-106F1 (**Schedule 1**) contains personal information of the purchasers and details of the relevant distribution. The issuer or underwriter filing the Form 45-106F1 must confirm that each purchaser listed in Schedule 1 who is resident in Ontario:

- (a) has been notified by the issuer or underwriter:
 - (i) of the delivery to the Ontario Securities Commission of the personal information pertaining to the person set out in Schedule 1
 - (ii) that the information is being collected indirectly by the Ontario Securities Commission under the authority granted to it in securities legislation
 - (iii) that this information is being collected for the purposes of the administration and enforcement of the securities legislation of Ontario, and
 - (iv) of the title, business address and business telephone number of the public official in Ontario who can answer questions about the Ontario Securities Commission’s indirect collection of the information, and
- (b) has authorized the indirect collection of the information by the Ontario Securities Commission.

This letter is to confirm that the OSC takes the position that the obligation in Item 9 of Form 45-1056F1 to notify investors of the collection of their personal information and to obtain the related authorization applies only with respect to a distribution of securities to investors who are individuals.

Yours very truly,



Jo-Anne Matear
Manager, Corporate Finance Branch
Ontario Securities Commission

SCHEDULE A

The Applicant and Its Affiliates Registered as an Investment Dealer, Restricted Dealer or Exempt Market Dealer and/or Which Have Filed Form 31-103F2 in Order to Qualify for the International Dealer Exemption

Applicant and Affiliates	Registration Status	Exempt International Dealer	Exempt Market Dealer	Restricted Dealer	Investment Dealer
<u>Raymond James</u>					
Raymond James & Associates, Inc.	Relying on the International Dealer Exemption	Ontario, Alberta, British Columbia, New Brunswick, Quebec			
Raymond James Ltd.	Registered as an Investment Dealer				All provinces and territories of Canada

