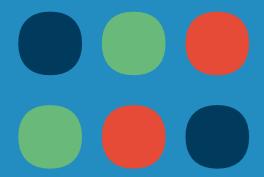
Navigating Change



Financial Services Sector Forum
Westin Bayshore Hotel
June 12, 2023
9:00 am - 5:30 pm



Resiliency, Relevancy, and Sustainability

Traditional Welcome

Chief Chepximiya Siyam' Janice George, Chief of the Squamish Nation



9:00-9:10

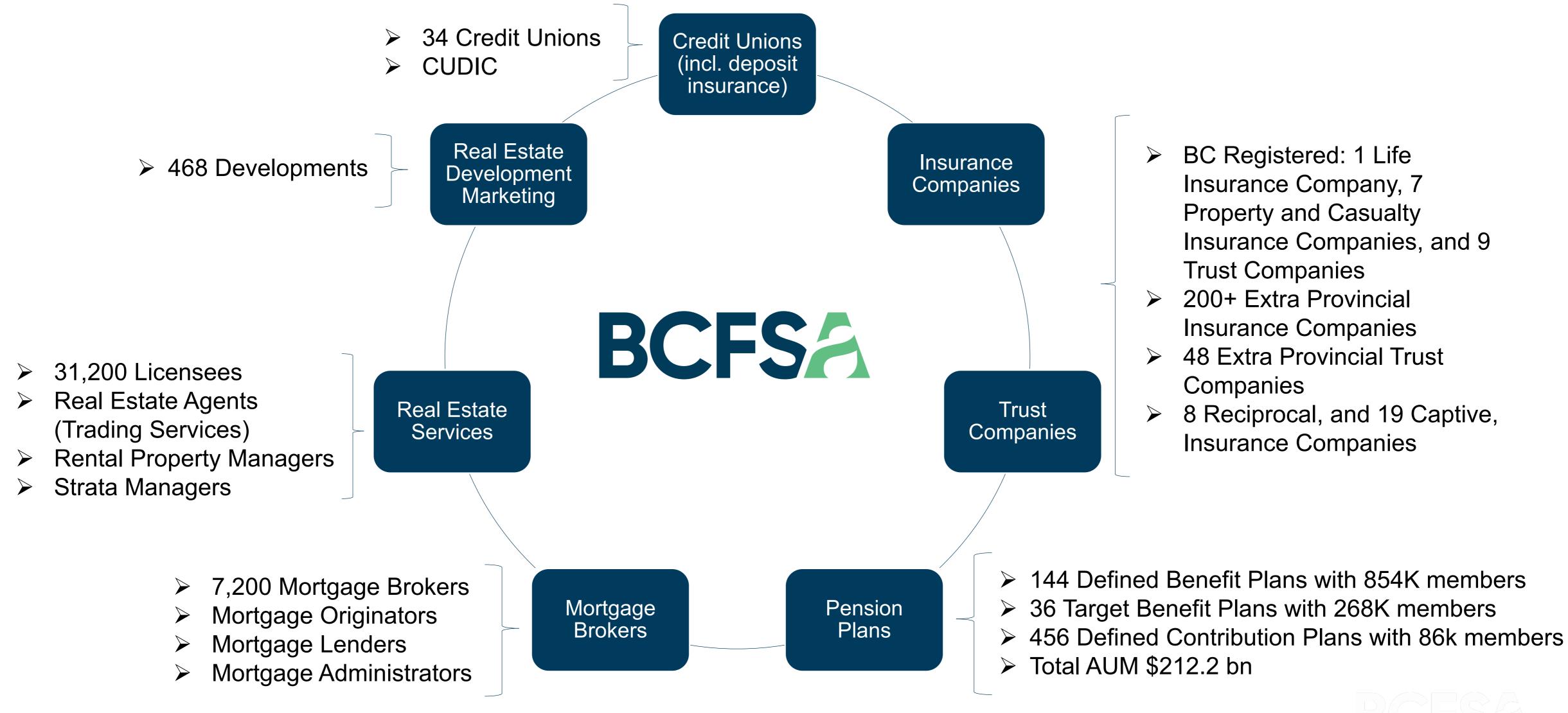
Opening Remarks on behalf of BCFSA

Saskia Tolsma, Vice President, Policy and Stakeholder Engagement, BCFSA



9:10-9:20 AM

Overview of the B.C. Financial Services Sector







BCFSA's Regulatory Roadmap

Regulatory priorities tied to areas of risk

- Macroeconomic environment
- Enhanced professionalism to support consumer protection
- Regulatory framework modernization
- Crisis preparedness
- Natural catastrophe and climate risk
- Digitalization



Morning Agenda



FORUM OPEN

9:00-9:20 AM

Traditional Welcome and Opening Remarks

WELCOME REMARKS

9:20-9:30 AM

Welcome from BCFSA Board Chair

FIRESIDE CHAT

9:30-10:15 AM

BCFSA and B.C.'s Financial Services Sector: Past, Present, and Future

BREAK

10:15-10:30 AM

KEYNOTE

10:30-11:15 AM

Navigating Today's Global Economic Trends

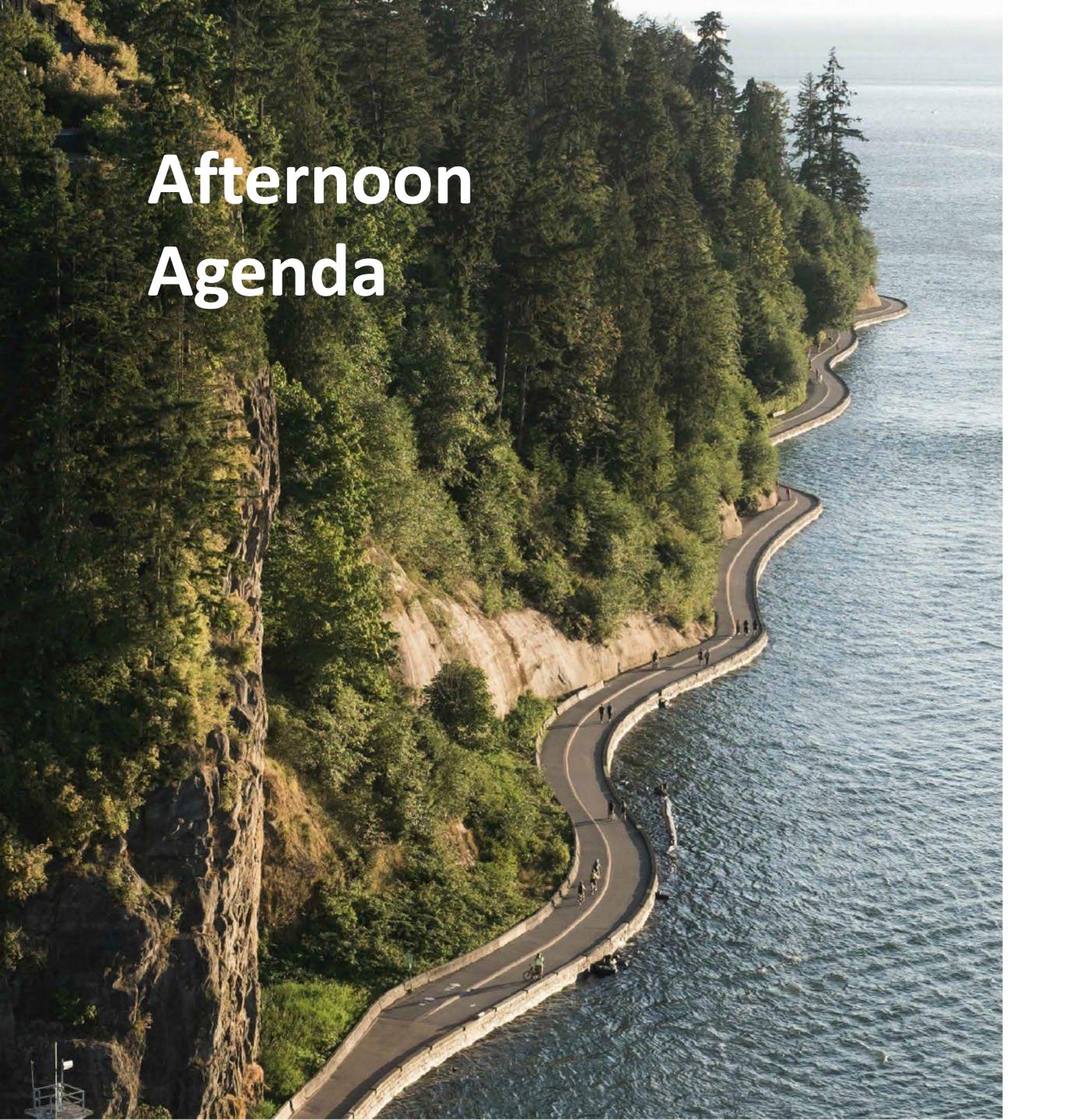
PANEL DISCUSSION

11:15-12:15 PM

Building Resilience in B.C.'s Economy

LUNCH

12:15-1:00 PM



FIRESIDE CHAT

1:00-1:30 PM

Regulatory and Government Priorities in Uncertain Times

KEYNOTE

1:30-2:15 PM

Digital Transformation of Financial Services: Risks and Opportunities

PANEL DISCUSSION

2:15-3:00 PM

The Future of Housing in B.C.

BREAK

3:00-3:15 PM

PANEL DISCUSSION

3:15-4:00 PM

Future Proofing: What Does a Climate Ready Financial Sector Look Like?

CLOSING REMARKS

4:00-4:30 PM

RECEPTION

4:30-6:00 PM

Cocktail Networking Reception

We purposefully and proactively engage with our external stakeholders.

- Technical working groups to implement regulatory roadmap deliverables.
- Segment roundtables to provide strategic advice to BCFSA and inform the regulatory roadmap
- 2023 BCFSA Sector Insights Survey



Welcome Remarks on behalf of BCFSA

Dr. Stanley Hamilton,Chair, Board of Directors, BCFSA



9:20-9:30 AM

A Warm Welcome



FIRESIDE CHAT

BCFSA and B.C.'s Financial Services Sector: Past, Present, and Future

Blair Morrison, CEO, BCSFA

Moderator: Rob Shaw,
Political Correspondent, Chek News



9:30-10:15 AM



Break



10:15-10:30 AM

Morning Agenda



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Building Resilience in B.C.'s Economy

LUNCH

12:15-1:00 PM

KEYNOTE

Navigating Today's Global Economic Trends

Todd Hirsch,

The Modern Economist, Speaker, Author

Moderator: **Pam Skinner,**Senior Vice President, Education,
Licensing and CUDIC Operations, BCFSA



10:30-11:15 AM

PANEL DISCUSSION

Building Resilience in B.C.'s Economy

Jock Finlayson,

Senior Policy Advisor, Business Council of British Columbia

Geordie Hungerford,

CEO, First Nations Financial Management Board

Brian Yu,

Chief Economist, Central 1

Moderator: Derrick Lau,

Vice President, Supervision, BCFSA

11:15 AM-12:15 PM



Questions?

Head to www.slido.com or scan the QR Code

Event Code: #BCFSAForum

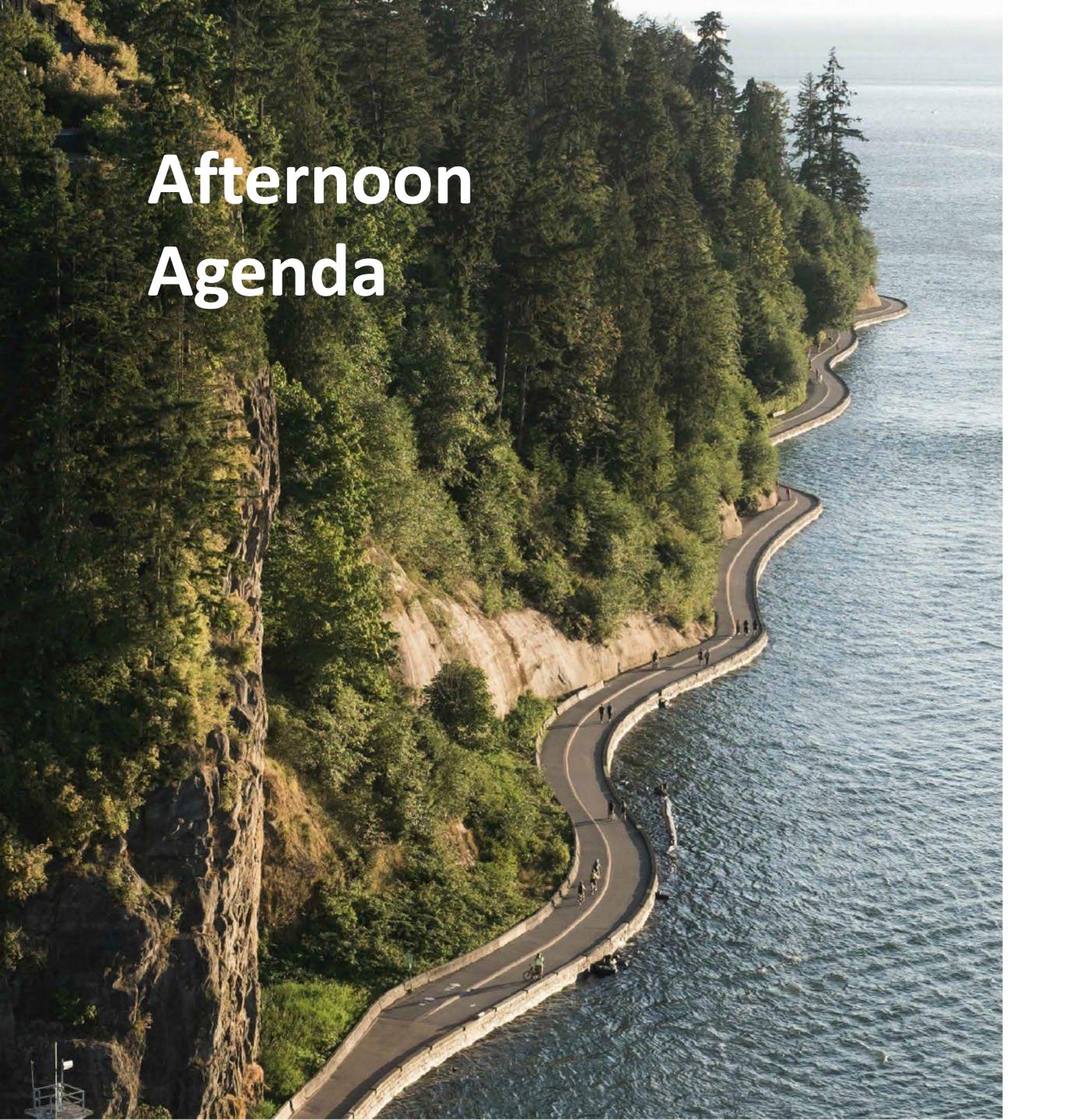




Lunch



12:15-1:00 PM



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FIRESIDE CHAT

Regulatory and Government Priorities in Uncertain Times

Don Wright,
Senior Counsel – Global Public Affairs,
BCFSA Board of Directors

Blair Morrison, CEO, BCFSA



1:00-1:30 PM



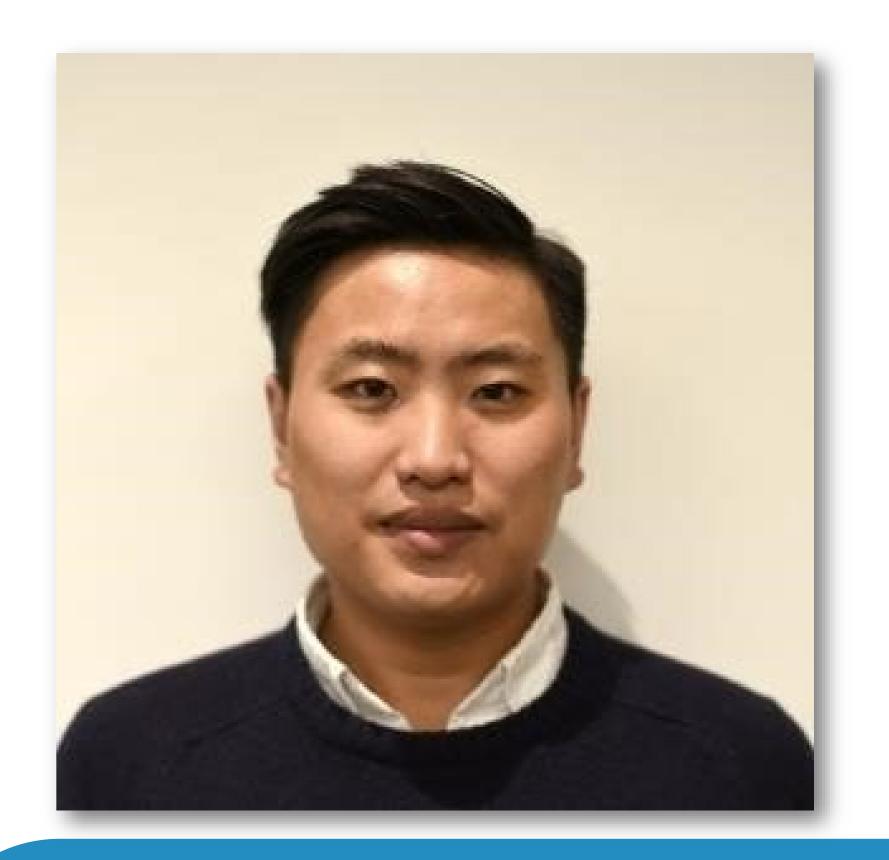


BCFSA

KEYNOTE

Digital Transformation of Financial Services: Risks and Opportunities

Hwan Kim Director, Consulting, Deloitte



1:30-2:15 PM



Looking Ahead: The Future of Innovation in Financial Services

BCFSA Forum

June 2023

Deloitte

Agenda

1. Our Journey So Far	5 mins
2. Looking Ahead: Emerging Forces & Likely Implications	
3. Innovation for Brighter Canada	——————————————————————————————————————
⊿. 0&A	

Our Journey So Far

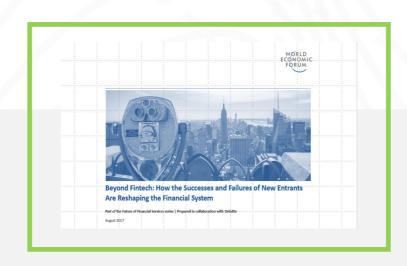
The Evolution of Financial Services Innovation

Our multi-year study on Innovation in Financial Services





Disruptive innovations are reshaping the way financial services are **structured**, provisioned and consumed



Although FinTechs have not entirely disrupted the competitive landscape, they are laying the foundation for future disruption



The new physics of financial services shaped by emerging technologies are transforming the financial ecosystem

The journey so far

\$24B Global VC Fintech Investment 2015

Seeds are planted, with endless possibilities



" Disruption on Deck for **Retail Financial Services** " " FinTech: Figuring out the new normal

2017 \$33B

From B2C to B2B and partnerships

\$49B

" If You Can't Beat Them, Join Them

2018 \$59B

... and acquisitions

2019 March of Big-Techs

" With the Apple Card, Goldman Sachs has lent out about \$10 billion in credit "

" The First All-Fintech Megadeal: **Square is Buying Afterpay**

2021

\$132B

Rise of the Unicorns

" Even well-funded fintech

Interested in Using ChatGPT "

companies are laying off workers "

60% of Financial Advisors Use or Are

2023

\$69B

Calibration & new technologies



Despite the ups and downs, innovation in Financial Services to date has shown consistent characteristics

Innovation in financial services is deliberate and predictable.

It emerges where the greatest sources of customer friction meet the largest profit pools

Successful innovations are simple and accessible.

Behavioural inertia is difficult to overcome and is the biggest hinderance to adoption

Winning organizations execute with methodical speed.

Iteration enables perfection over precision. Culture can inhibit speed as much as technology

Disruption emerges through customer expectations.

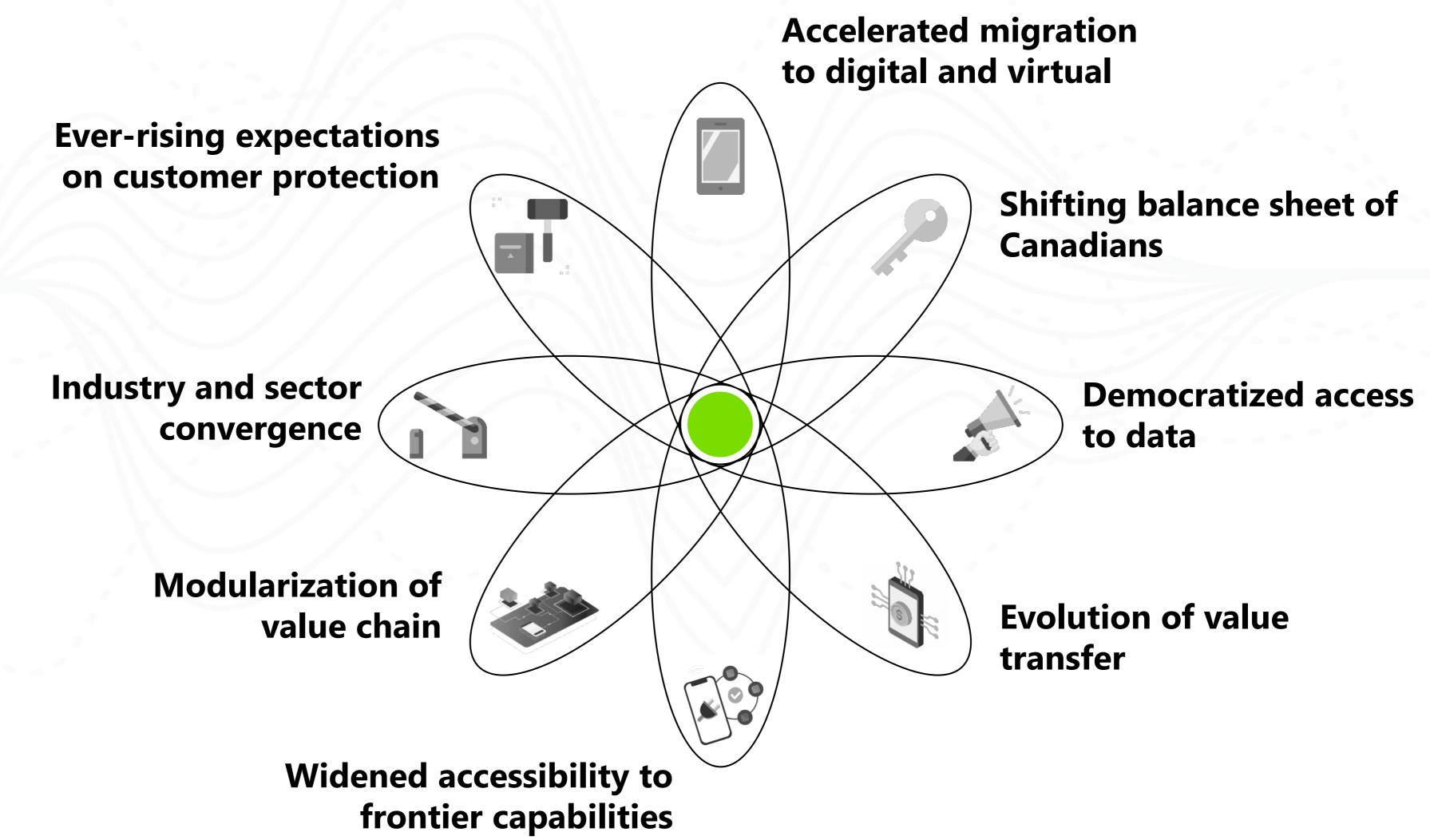
Competitors may change, but elevated customer expectations last to reshape profit pools

Looking Ahead

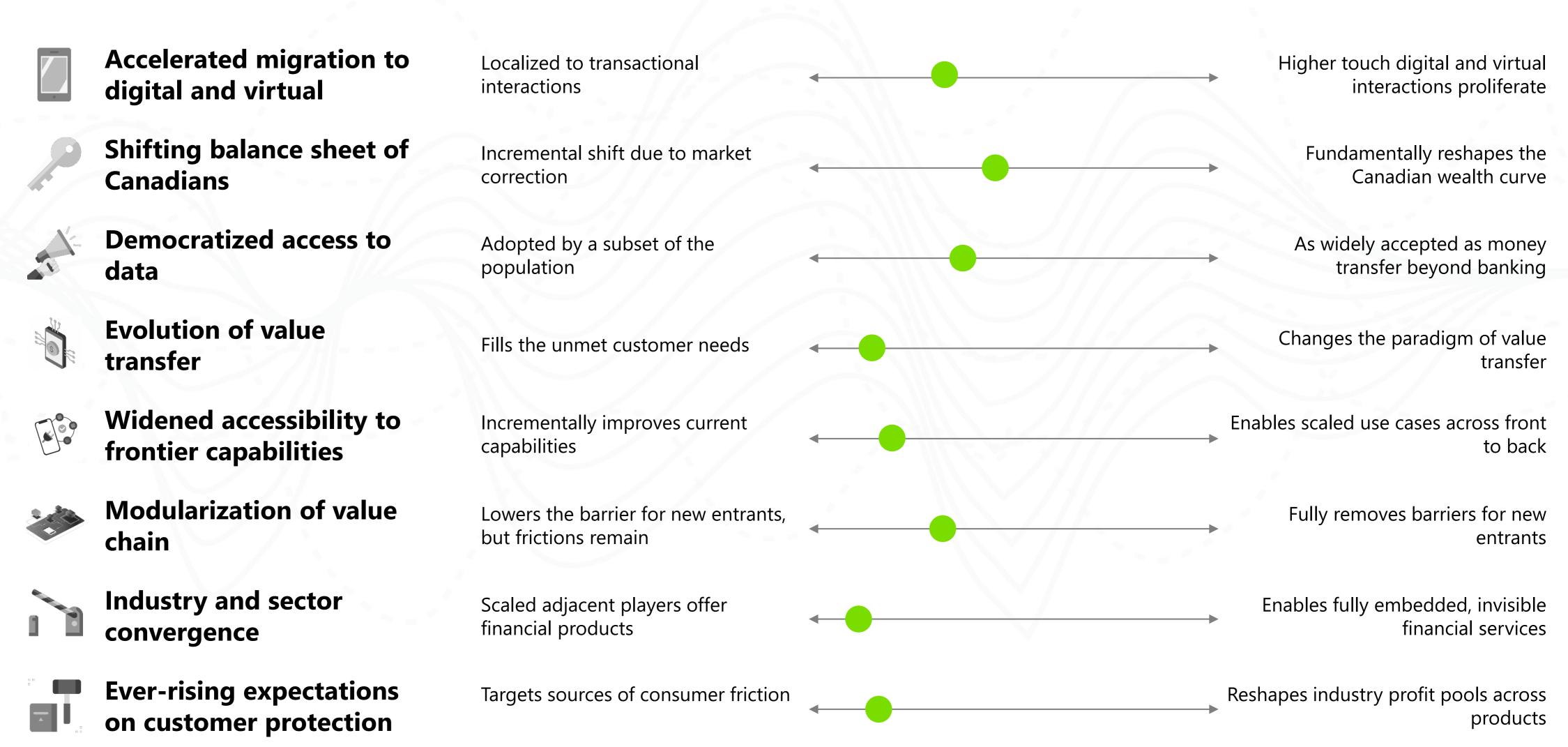
Emerging Forces & Likely Implications

Emerging Transformative Forces

An unforeseen number of customer, competitive and environmental shifts are emerging and evolving in the financial services sector - all at the same time



Uncertainties Ahead



Likely Implications

Drastic decline in the cost of entry will propel active participation by platforms, adjacent players and niche offerings who compete with significantly lower cost per acquisition

To preserve customer relationships, Financial Services sector participants will need to become exceptional marketing companies.



Aspiration



Likely Implications

Customer demand will be intercepted by digital platforms upstream of customer journeys, leveraging proprietary data and interactions to remove friction

Ecosystems and partnerships beyond core business will become a major distribution and revenue channel.







Traditional lines across financial services will blur as digital experiences re-bundle how financial services are consumed to match customer behaviours

Journeys and advice will replace products and channels are the organizing construct.





The efficacy of primary banking account as the anchor product will decrease as frictions associated with multi-institution relationships disappear

For multi-product organizations, customer loyalty will require deliberate nurturing.

For single-product specialists, a new level of scalability will become attainable.









The longevity of product relationships will shorten as smart intermediaries and digital institutions leverage data to promote active switching

Prioritizing best customer outcomes will become a competitive necessity beyond compliance requirements.







Wealth-based relationship models will create coverage gaps for high-value customers as the Canadians' wealth curve changes and the shift to digital accelerates

Young, high-income segments will become the next battleground.







Winners of the Future

DOMINANT PLAYERS IN THE PAST WERE BUILT ON ...

IN THE FUTURE, THEY WILL BE BUILT ON ...









Scale of data









Tailored experiences

Exclusivity of relationships







Optimization and matching

High switching costs

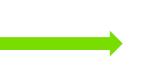




High retention benefits

Dependence on human ingenuity





Value of augmented performance

Innovation for Brighter Canada

Opportunity Spaces for Canadian Financial Services Innovation

Stepping up to the plate

FUNDAMENTAL ROLES OF FINANCIAL SERVICES

Facilitate value exchange and liquidity

Provide secure storage of wealth

Offer a mechanism for risk management

Facilitate investment across multiple parties

Maintain trust and confidence to drive economic growth and spread prosperity

AMPLIFIED ROLES THROUGH INNOVATION

Optimize value exchange and eliminate friction

Enhance and expand stores of wealth

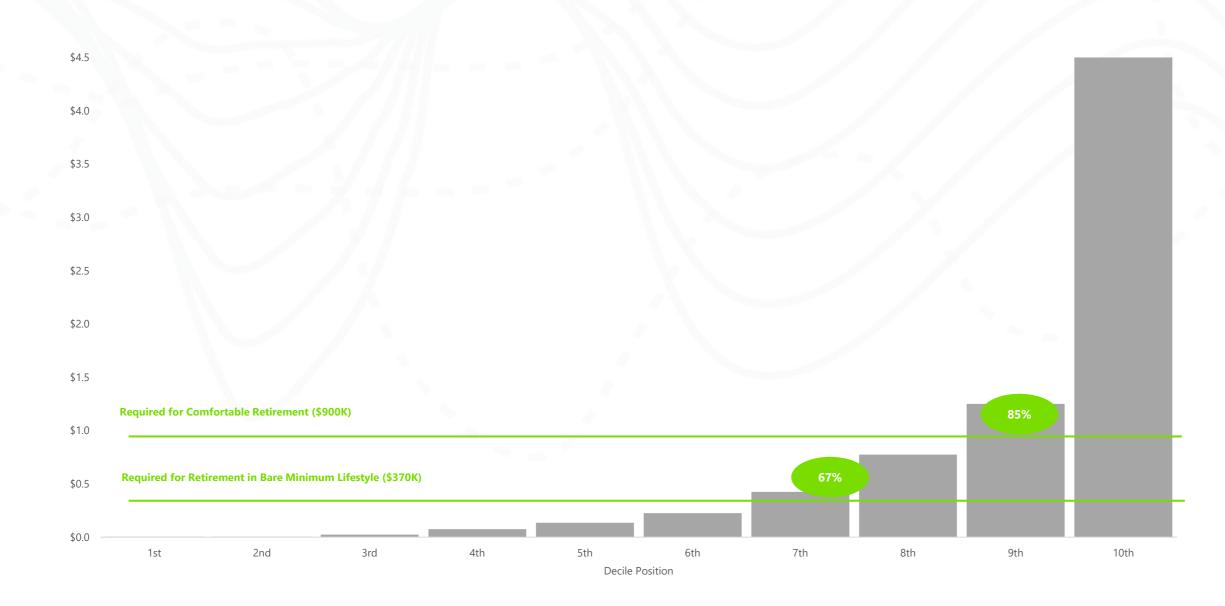
Reduce and prevent risk and damage

Expand access to investments and advice

Rebuild trust and confidence in societal systems and their tacit contracts

Solving the Retirement Crisis

Distribution of Household Financial Assets of Canadian Near-Retirees (\$MM)



Source: Deloitte Research, 2023; Statistics Canada, 2022

Only **33%** of workers had registered pension plans in 2021, one of the lowest participation rate in the country

Problems to Solve For

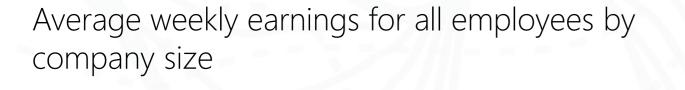
- Accessibility to holistic near-retirement advice
- Optimizing investment strategies against increasing life expectancy
- Coverage of care and other unexpected costs
- Utilizing home equity
- Converting assets to retirement income
- Promoting regular savings behaviours

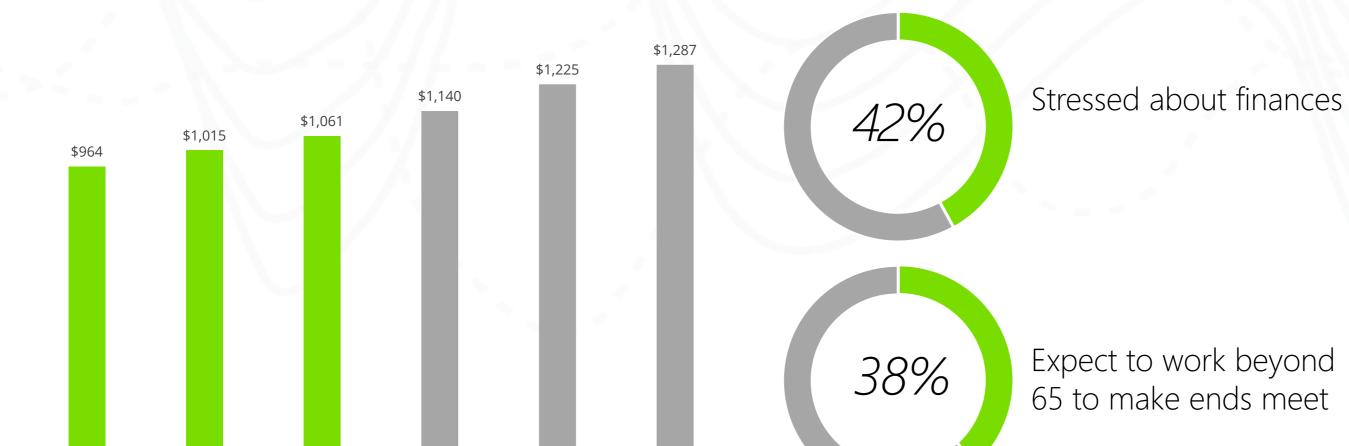
Financial sentiment of the Canadian

self-employed

Building Security for Self-Employed and SMB Employees

Small Businesses
make up 73% of all
private sector jobs
in B.C., ~9% higher
than in Ontario or
Quebec





Source: Statistics Canada, 2022; Canadian Self Employment Report, FreshBooks, 2021; Labour Force Survey, Statistics Canada, 2022

Problems to Solve For

- Improving access to benefits and pension plan
- Optimizing personal income and business equity
- Reducing friction in payroll including increasing payroll frequency
- Dealing with volatility of income
- Preparing for the sale of business
- Promoting regular savings behaviour to account for lack of pension plans

100-299

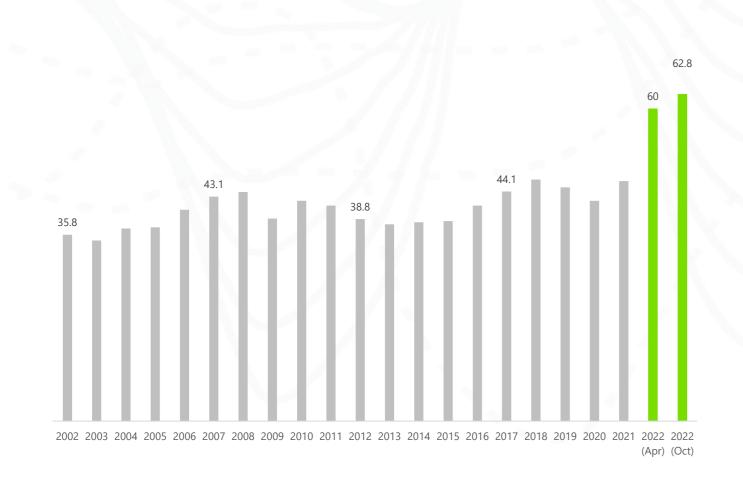
5-19

20-49

Rethinking Housing Affordability

At \$993K, B.C. has the highest average residential real estate price in Canada

Home Ownership Costs as % of Median Income



Months of Saving Required for Down Payment on Urban Housing

Average since 2000 40 months Urban composite

In 2023 73 months Urban composite

292 months

341 months

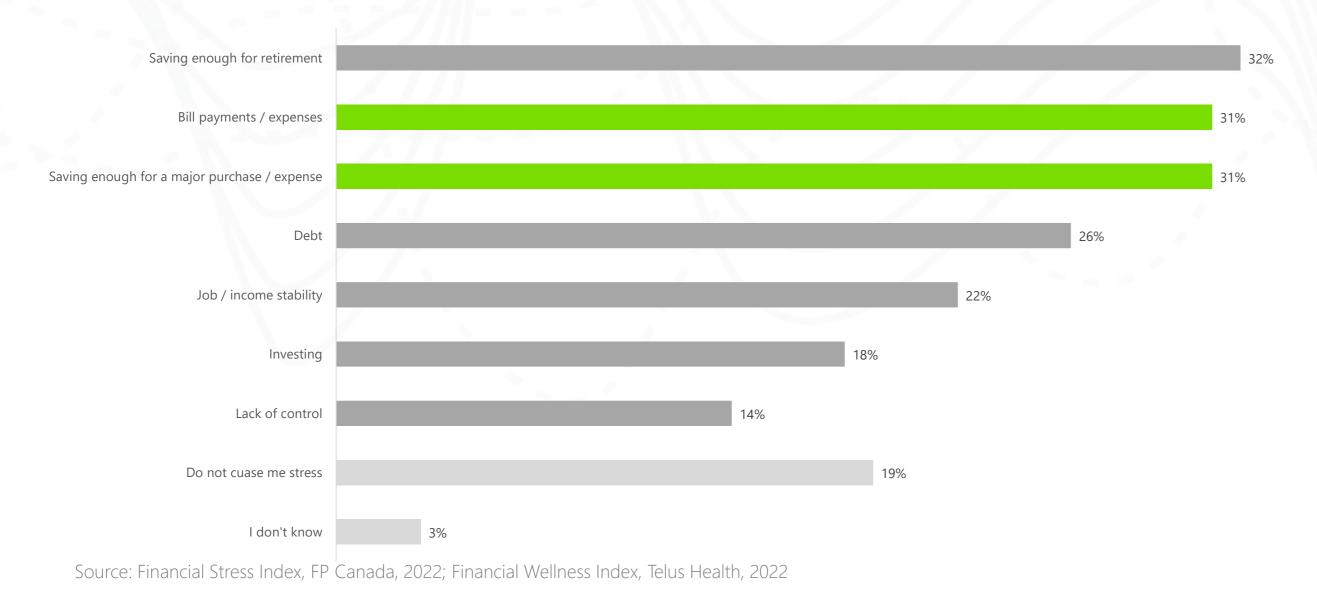
Problems to Solve For

- Intergenerational real estate transfer
- Fractional home ownership
- Promoting regular, contextual savings
- Optimizing mortgage rates
- Rethinking home ownership models

Making Everyday Cashflow Easier

Financial Wellness Index of British **Columbians** decreased from #1 in Canada in 2021 to #**5** in 2022

Aspects of Stress related to Personal Finance



Problems to Solve For

- Matching income and expense cycles
- Smoothing out tax payments
- Preparing for lump-sum expenditures
- Overcoming behavioural inertia
- Automating mundane tasks
- Meeting short-term cashflow shortfalls

Deloitte.

www.deloitte.ca

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Questions?

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PANEL DISCUSSION

The Future of Housing in B.C.

Sarah Alexander, Director, Real Estate and Business Operations, City of Burnaby Brendon Ogmundson, Chief Economist, British Columbia Real Estate Association Jennifer Podmore Russell, Vice President, Advisory, rennie Tsur Somerville, Associate Professor; Real Estate Foundation Professorship of Real Estate, Sauder School of Business, UBC

Moderator: Thomas Taller,

Director, Policy, BCFSA

2:15-3:00 PM



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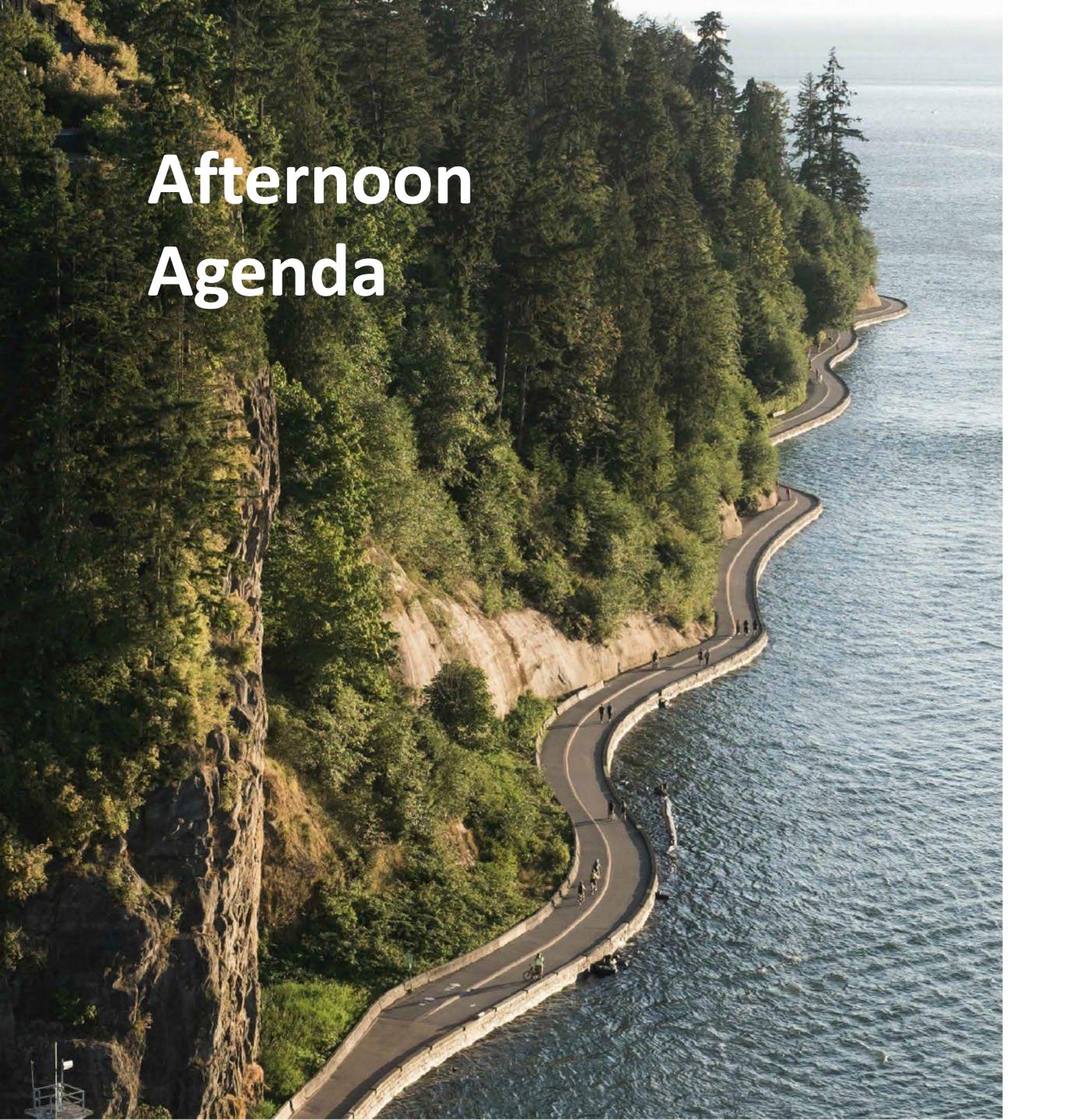




Break



3:00-3:15 PM



FIRESIDE CHAT

1:00-1:30 PM

Regulatory and Government Priorities in Uncertain Times

KEYNOTE

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4:30-6:00 PM

Cocktail Networking Reception

PANEL DISCUSSION

Future Proofing: What Does a Climate Ready

Financial Sector Look Like?

Kathryn Bakos, Director, Climate Finance and Science at Intact Centre on Climate Adaptation
Chris Chopik, REALTOR®, Sotheby's International Realty

Canada

Moderator: Rob O'Brien,

Manager, Policy, BCFSA

3:15-4:00 PM

Guidance to Reduce Physical Climate Risk

Kathryn Bakos

Director, Climate Finance and Science kbakos@uwaterloo.ca

June 12, 2023

WATERLOO



ON CLIMATE ADAPTATION

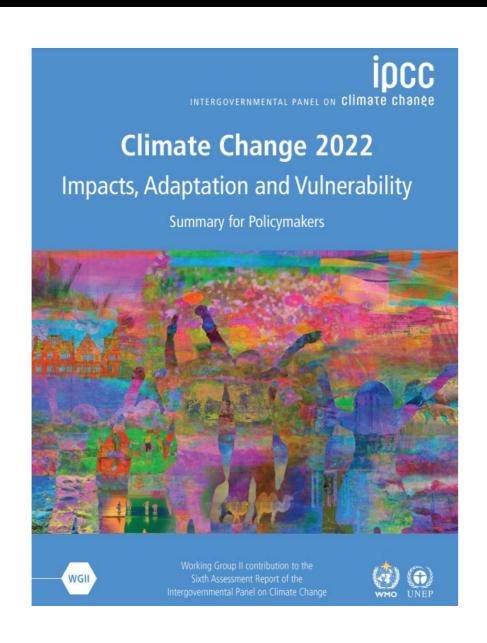
Generously supported by





CLIMATE CHANGE IS IRREVERSIBLE: SEVERITY OF WEATHER WILL INCREASE

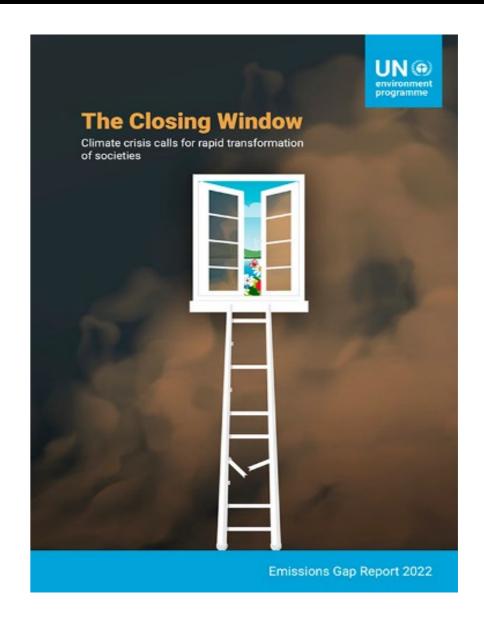
INTACT CENTRE ON CLIMATE ADAPTATION



It is indisputable that human activities are causing climate change, making extreme climate events, including heat waves, heavy rainfall, and droughts, more frequent and severe



Canada's climate has warmed and will warm further in the future, driven by human influence... this warming is effectively irreversible



There's no credible pathway to 1.5 C in place

ECCC/CCCR 2019

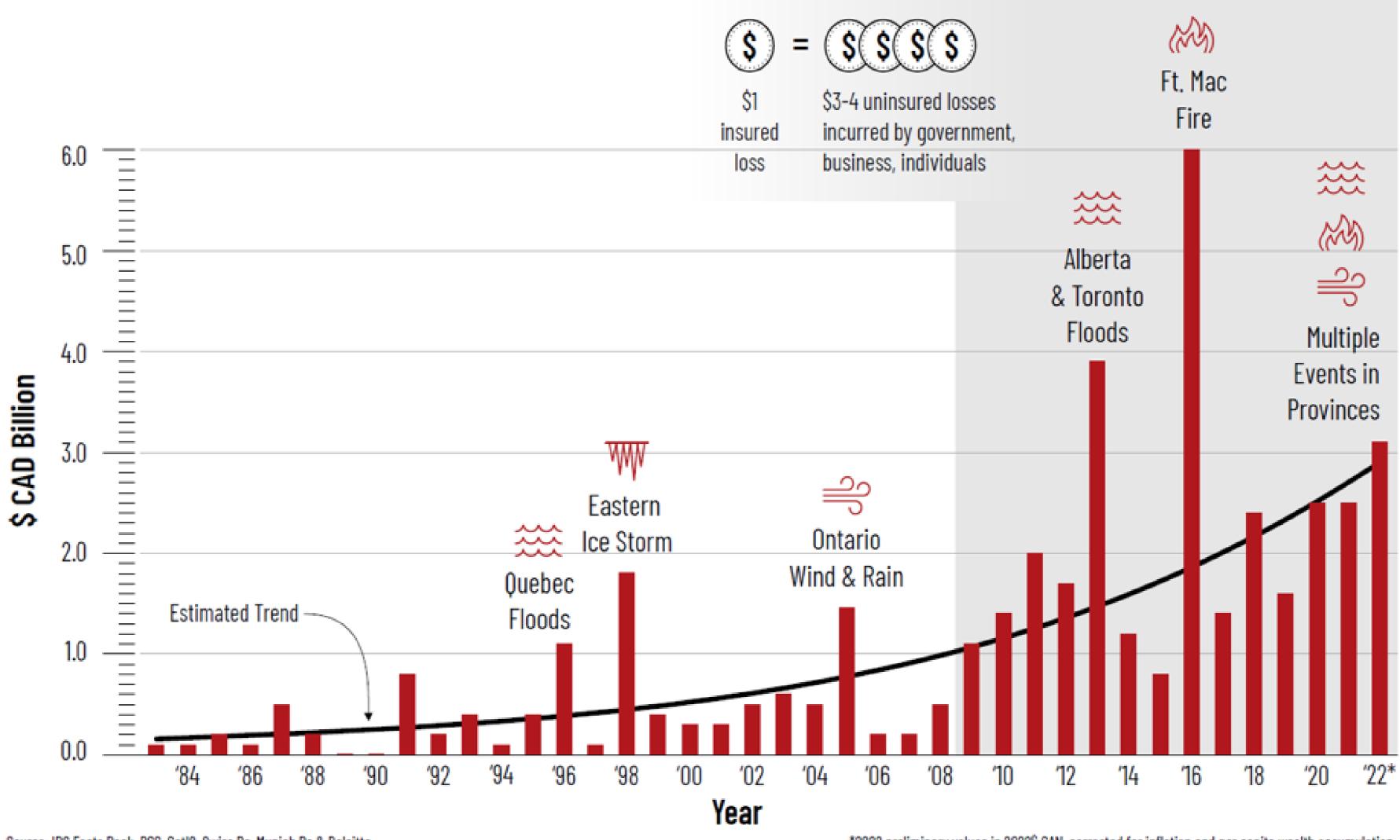
UNEP, October 2022

IPCC 2022

COSTS OF EXTREME WEATHER: CATASTROPHIC INSURABLE LOSSES (\$CAD)

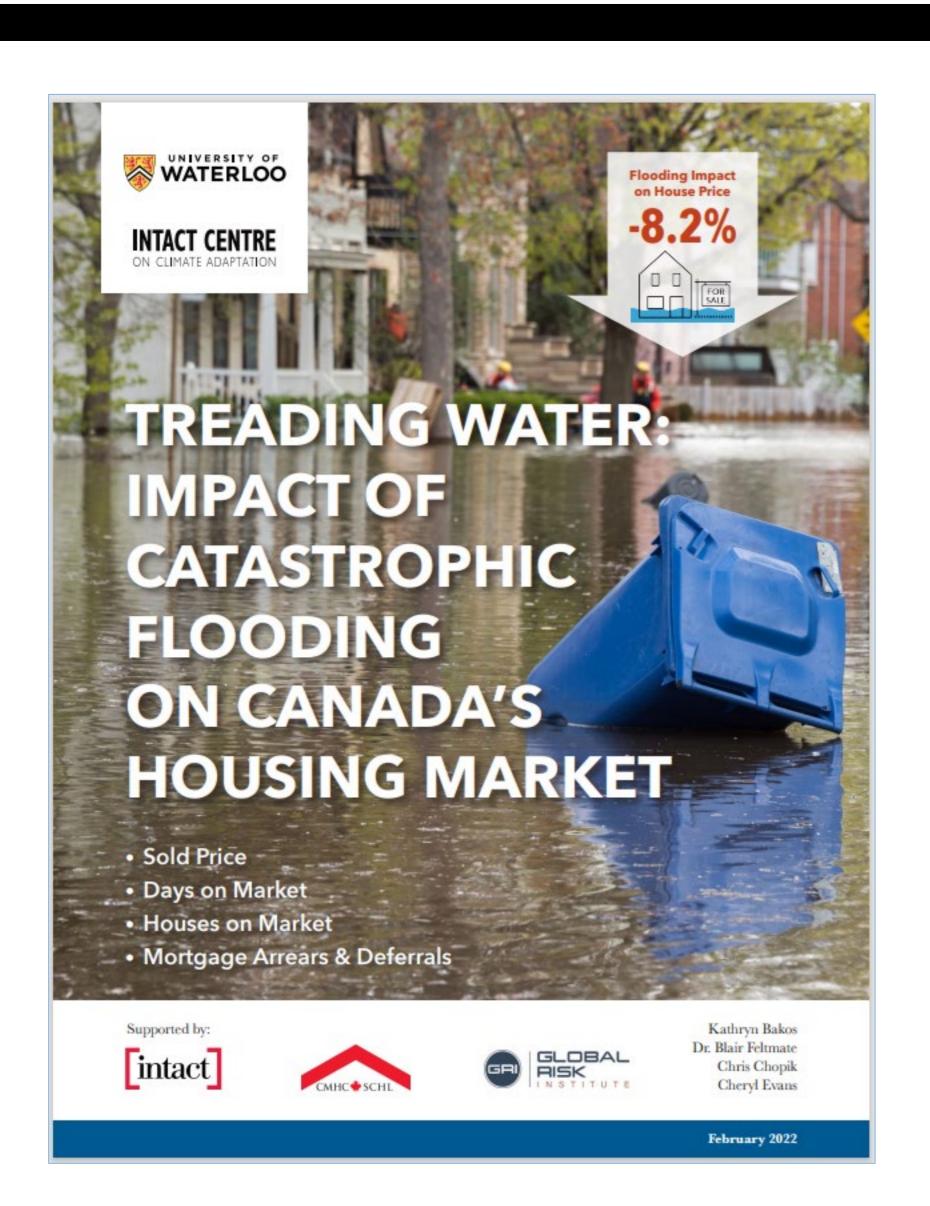
INTACT CENTRE ON CLIMATE ADAPTATION





IMPACT OF FLOODING ON RESIDENTIAL HOUSING





Average Sold Price

• 8.2% reduction in sold price

Average Number of Listings

• 44.3% decrease in listings

Average Days on Market

• 19.8% longer on the market

Mortgage Impact

loan-to-value ratio

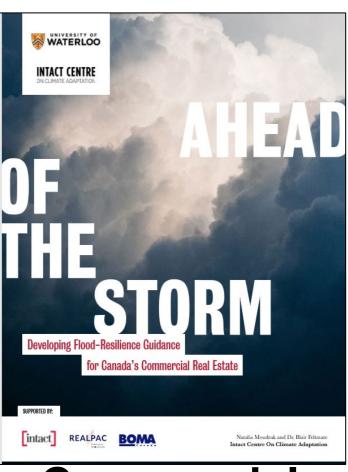
GUIDANCE TO LIMIT FLOOD, FIRE AND HEAT RISK

INTACT CENTRE

ON CLIMATE ADAPTATION

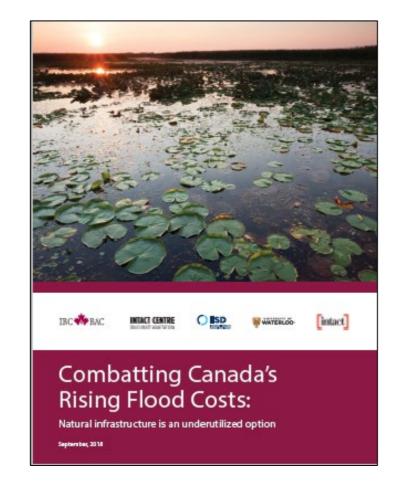


Home

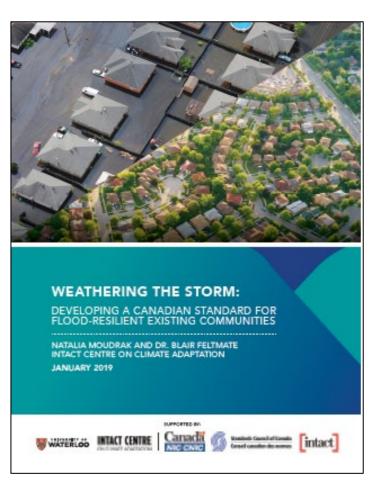


Commercial **Real Estate**



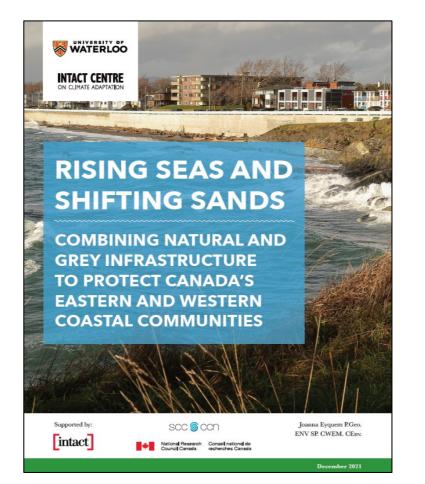


Natural Infrastructure

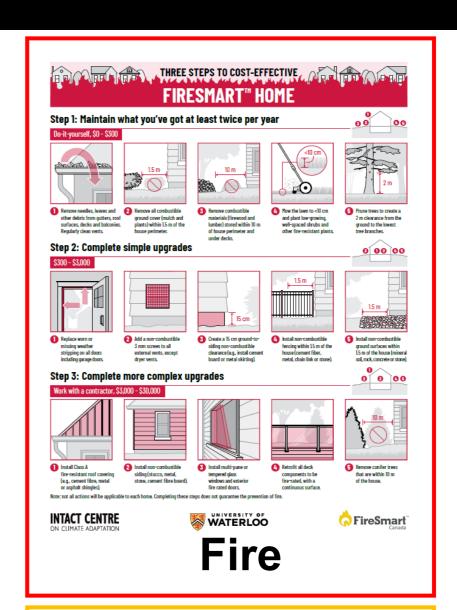


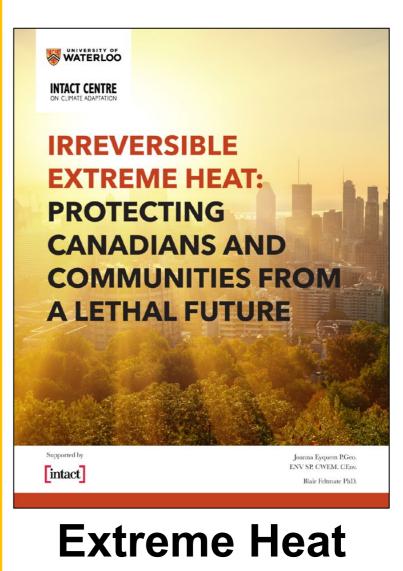
New Community Existing Community

Flood





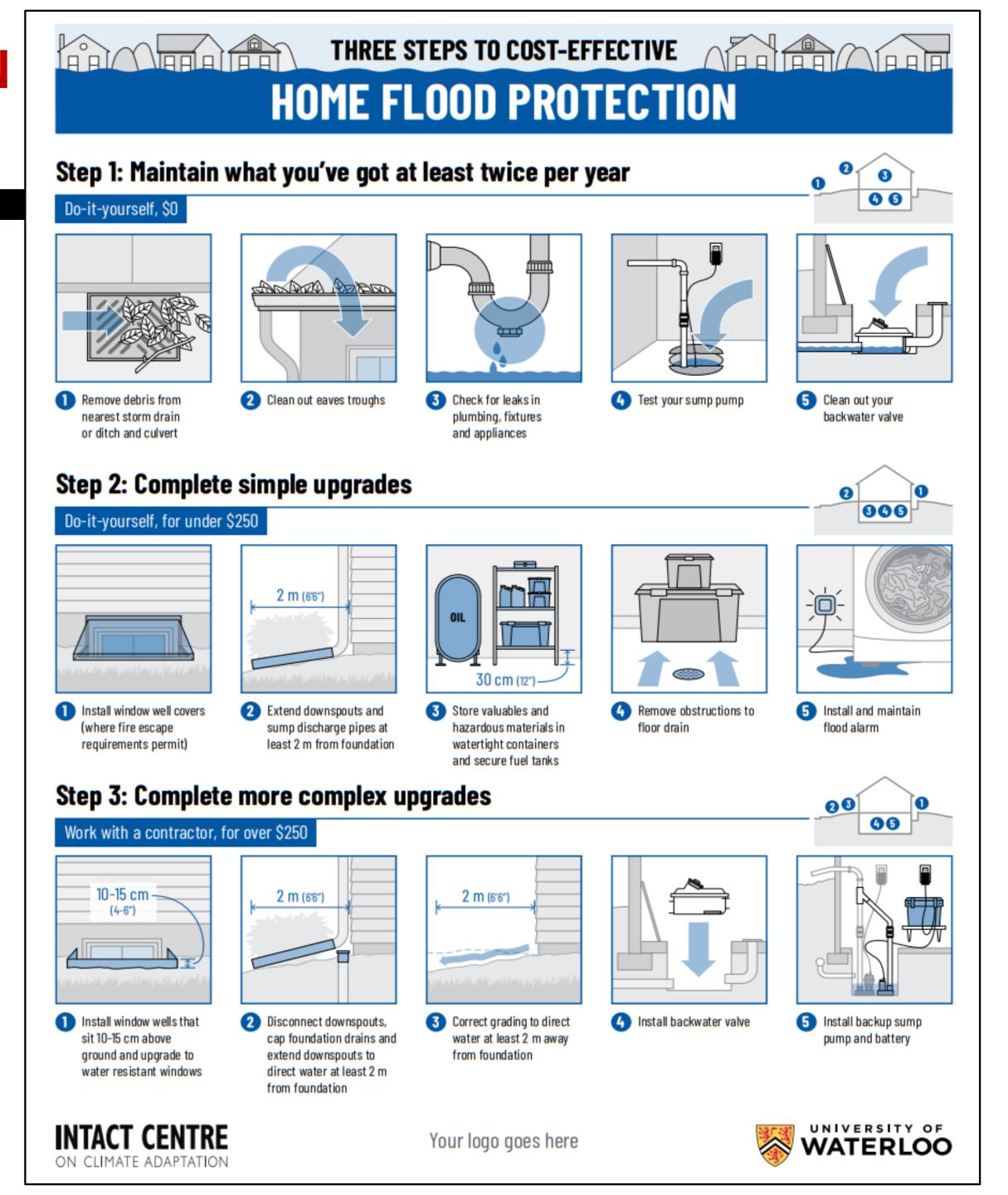




PROMOTE HOME FLOOD PROTECTION WITH CUSTOMERS & EMPLOYEES

61

- Upon receiving infographic, within six months 70% of homeowners take two actions to limit basement flooding
- Share infographic (twice per year) with customers & employees (add your logo)
- Present infographic in communiques (newsletters, emails, etc.)

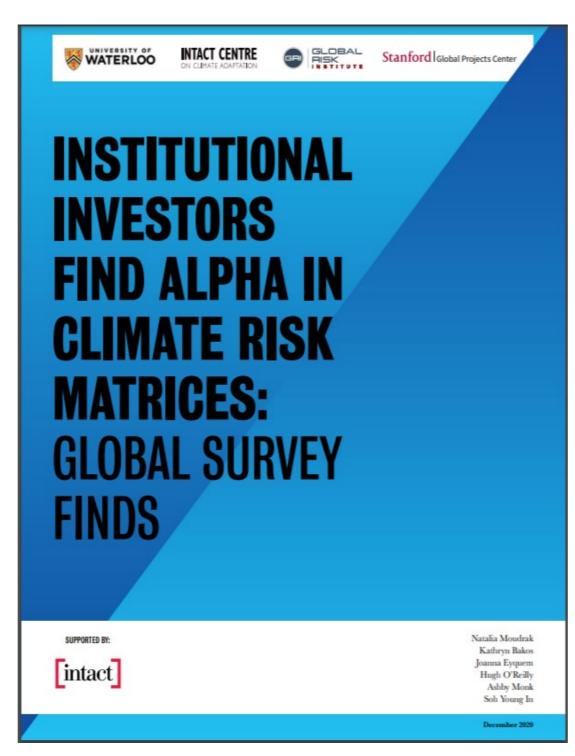


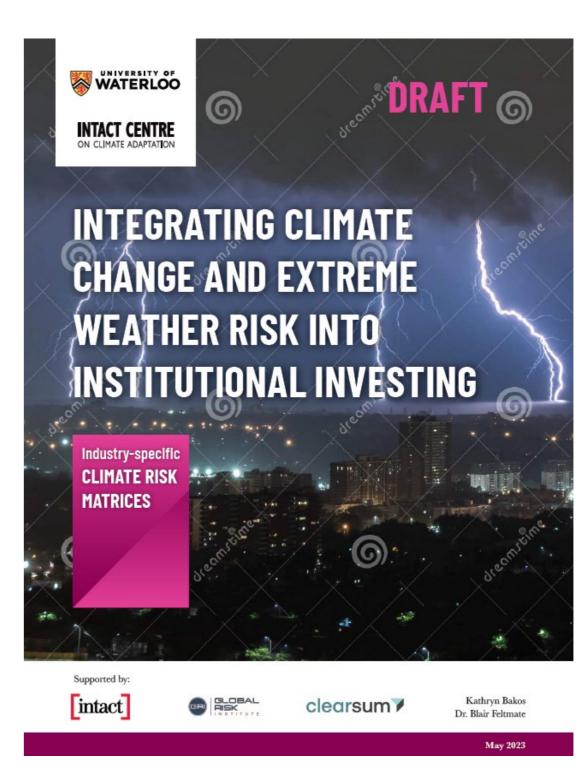
INDUSTRY SPECIFIC PHYSICAL CLIMATE RISKS



Climate Risk Matrices (CRMs) offer a practical means to incorporate physical climate risk into institutional portfolio management, securities disclosure, credit rating adjustments and Board oversight







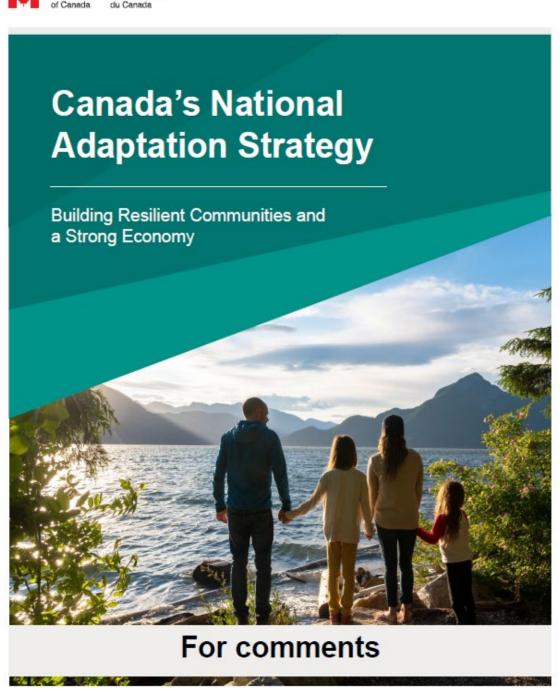
CRMs developed: Commercial Real Estate, T&D Electricity, Insurance (P&C), Banking (mortgages), Hydro Electricity Generation, Wind Electricity Generation

	Flood	Wildfire	Windstorm	Extreme Heat	Ice, Hail and Snow Loading	Thawing Permafrost
Key Climate Risk Impacts	Major or minor flooding can lead to property damage, business continuity disruptions, critical equipment damage and/or rending it unworkable and potential for loss of life	Wildfire can lead to property damage, business disruption and loss of life Smoke from wildfires contains fine particulate matter and gases (i.e., carbon monoxide, carbon dioxide), which when concentrated impact respiratory health and may aggravate pre- existing heart and lung conditions	"peel off" Windborne debris can shatter windows High winds increase the	of HVAC failure, damage heat- sensitive equipment (e.g., servers,	Snow and ice can accumulate on flat roofs, increasing the risk of roof collapses As snow and ice melt on the roof, leaks can cause water damage and mold Outdoor pipes and pipes in unheated areas (basements, garages, crawl spaces) can burst under extreme cold Hail can shatter windows and damage glass façade buildings	Thawing permafrost can lead to structural building collapses
Risk Reduction Measures	Emergency Management Plan, including flood procedures, tested annually with operations staff and tenants Elevators are equipped with water sensors to automatically return to higher floors if water is in the basement or the underground parking Critical equipment such as HVAC, electrical and communication systems and server rooms are elevated above expected flood levels. If not feasible to elevate, these systems are wet flood-proofed	within 10 metre perimeter of property Roofs and gutters kept free of combustible materials, and openings	additional fasteners are applied at the perimeter and corners Impact-resistant glass is installed to prevent shattering from debris	HVAC system is designed to effectively condition air (keep temperature and humidity within appropriate levels of thermal comfort) under foreseeable extreme heat conditions Emergency Management Plan, including extreme heat procedures, is tested annually with operations staff and tenants Provision is made for emergency backup during potential power outages	Snow and ice are proactively removed from roofs Snow removal items are available (e.g., heating cables and chemical deicers) and snow/ice removal contractors are secured Thermal imaging cameras are installed to detect leaks and prevent mould Outdoor pipes and pipes in unheated areas are insulated and/or drained and turned off during winter months	Building foundations are strengthened with piles, backfilled with coarse-grained soil under the foundation
Key Questions to Determine Readiness to Mitigate Climate Risk	Are HVAC, electrical, communication systems and server rooms elevated or otherwise flood protected?	Does HVAC system have capacity to cleanse air from smoke?	wind around upper		Are snow and ice proactively removed from roofs?	Are measures present to limit damage where permafrost loss affects structural integrity?
Excellent Response	Yes, for 100% of facilities within an investment portfolio	Yes, for 100% of facilities within an investment portfolio	'	Yes, for 100% of facilities within an investment portfolio	Yes, for 100% of facilities within an investment portfolio	Yes, for 100% of facilities within an investment portfolio
Good Response	Yes, for >75 of facilities in investment portfolio, with plans and funding to integrate into outstanding facilities			Yes, for >50% of facilities within an investment portfolio	Yes, for > 75% of facilities in high snowfall regions (higher % required for buildings with flat roofs)	63

CANADA'S NATIONAL ADAPTATION STRATEGY



Government Gouvernement



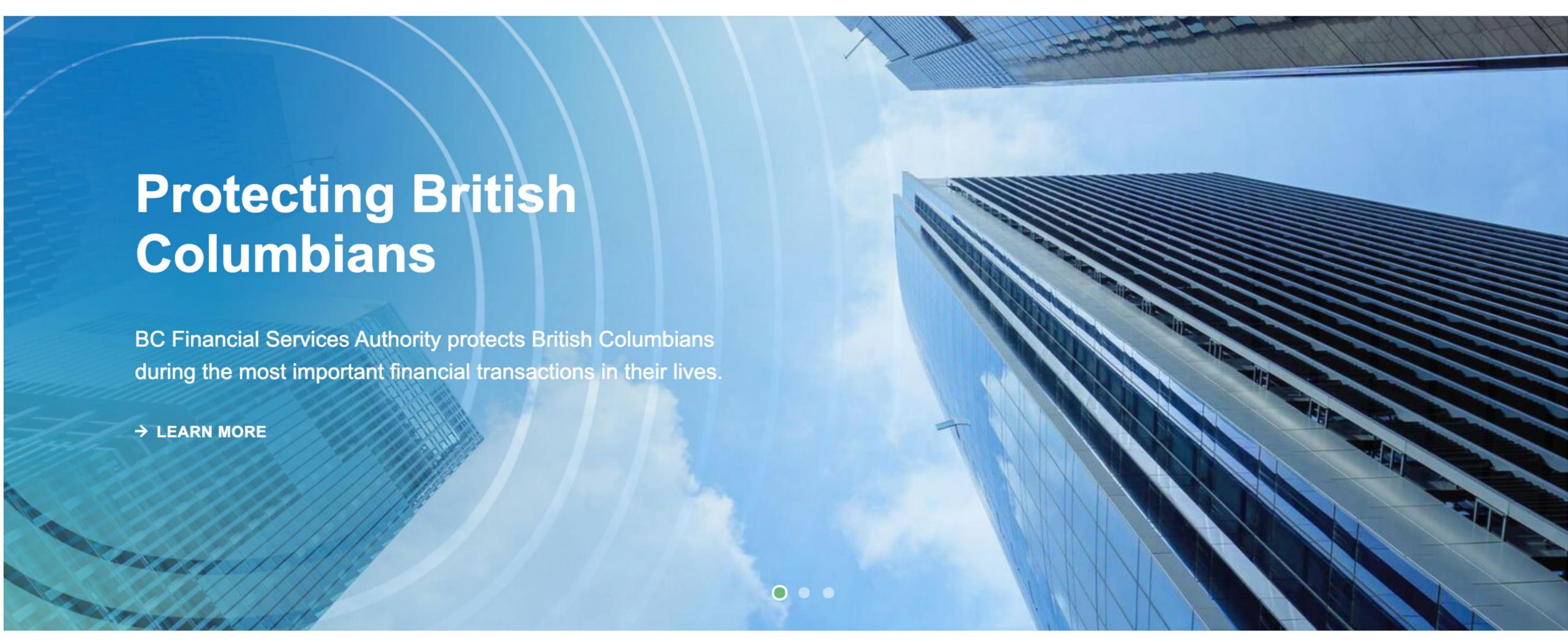
Canada

Economy and Workers			
Objectives	Targets		
Climate- Exposed Sectors	By 2027, 80% of highly exposed businesses include adaptation to climate change in plans and strategies in order to strengthen their competitiveness		

Knowledge and Understanding				
Objectives	Targets			
Information	By 2024, Canadians better understand how to use relevant information to support adaptation decision making			



Chris Chopik Climate Strategist



https://www.linkedin.com/in/chrischopik/

@EvolutionGreen

Resiliency in Real Estate

Perspectives For Lenders, Insurers, Property Owners, and Policy Makers

Research in Review

Designing the Path to Climate Compatibility

Property Value in an Era of Climate Change

Pathways to the Future:



IBC
Insurince Bureau
of Canada

Canada

Canada

Asset Centric Perspective for Resilient Property Investment

Resources: Natural Hazard Risk - Resiliency Investment

Key Recommendations:

Need for an Aligned View of Risk:

Disclosure to All Stakeholders

(No Moral Hazard)

AND

Contextual Action Matrix for Resiliency Investment

Designing the Path to Climate Compatibility:
Climate Risk Disclosure and Action in the
Canadian Housing Context















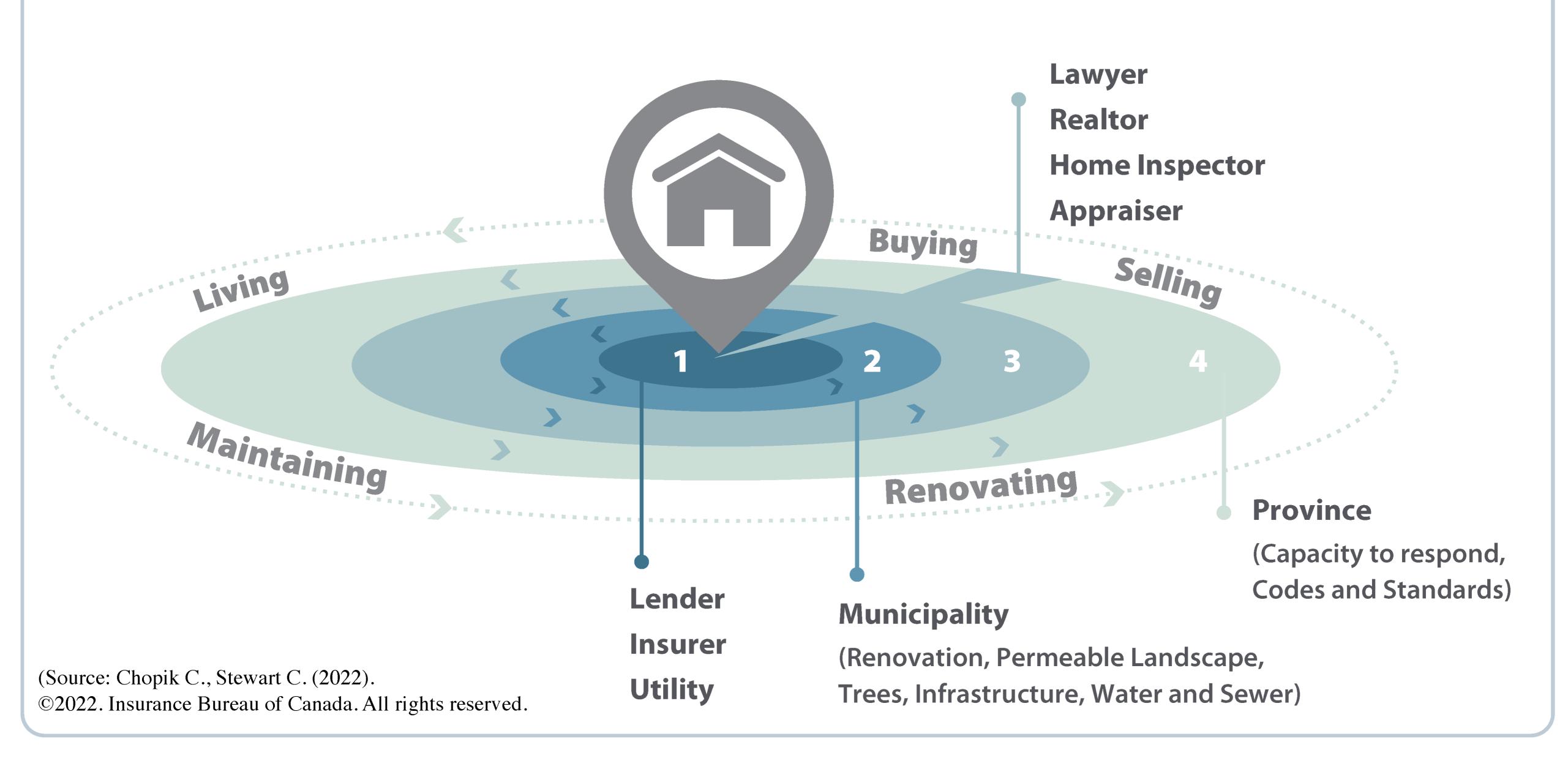








DEFINING SUPPLY CHAIN ACTORS



LIKE A CREDIT SCORE FOR CLIMATE-RISK CALCULATING THE NVP OF CLIMATE RISK

Municipal

Resilience

Community

Resilience



Regional

Response

of Climate Change, Chopik (2019)

(Source: Chopik C., Stewart C. (2022).

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Site Level

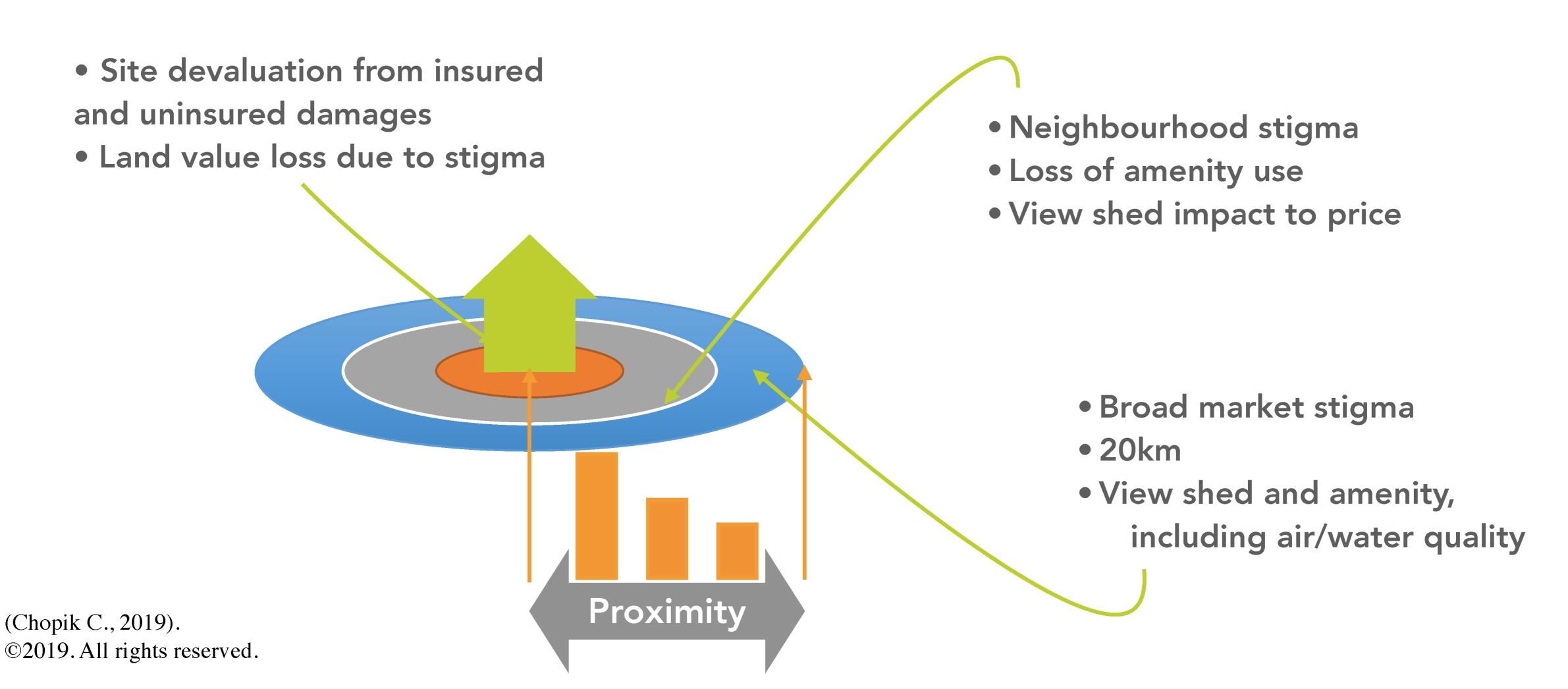
Resilience

Property Value in an Era of Climate Change

"In North America real estate ownership is central to cultural status, personal well-being, upward mobility and wealth."

(GOODMAN, L., & MAYER, C., 2018)

Direct and Indirect Impact on Real Estate Valuation After Catastrophic Loss



Property Valuation Market Memory and Time

RECOVERY TIME

Market value recovery time is related to intensity of event, frequency of event, and visibility of impacts 3-10yrs.

(Chopik C., 2019). ©2019. All rights reserved.

PROTECTING PROPERTY VALUES:

A Systemic Framework for Resilience Investment

2020 Perspectives:

Climate Impact on Real Estate Valuation in Ontario

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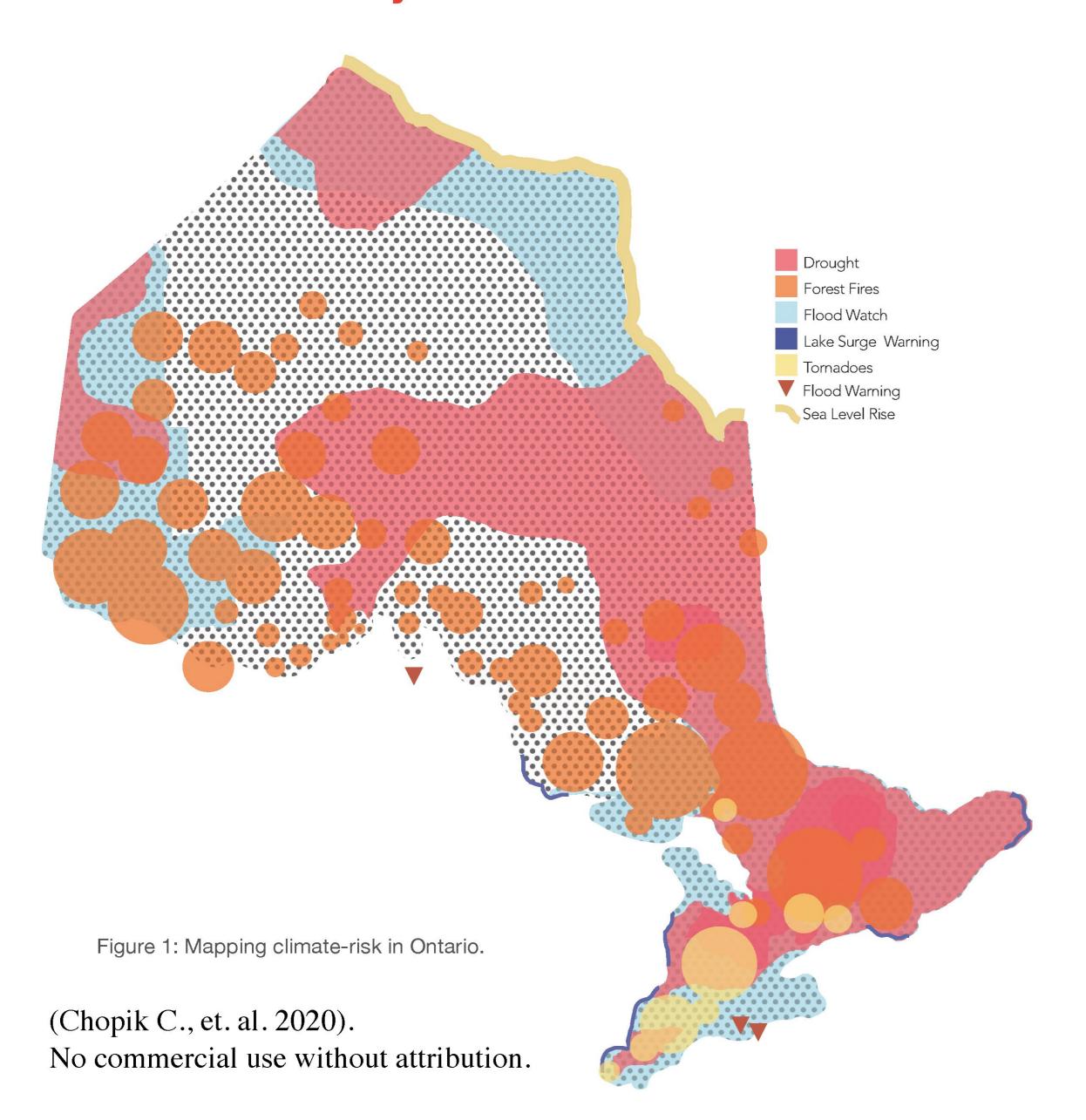






Leading from the Future

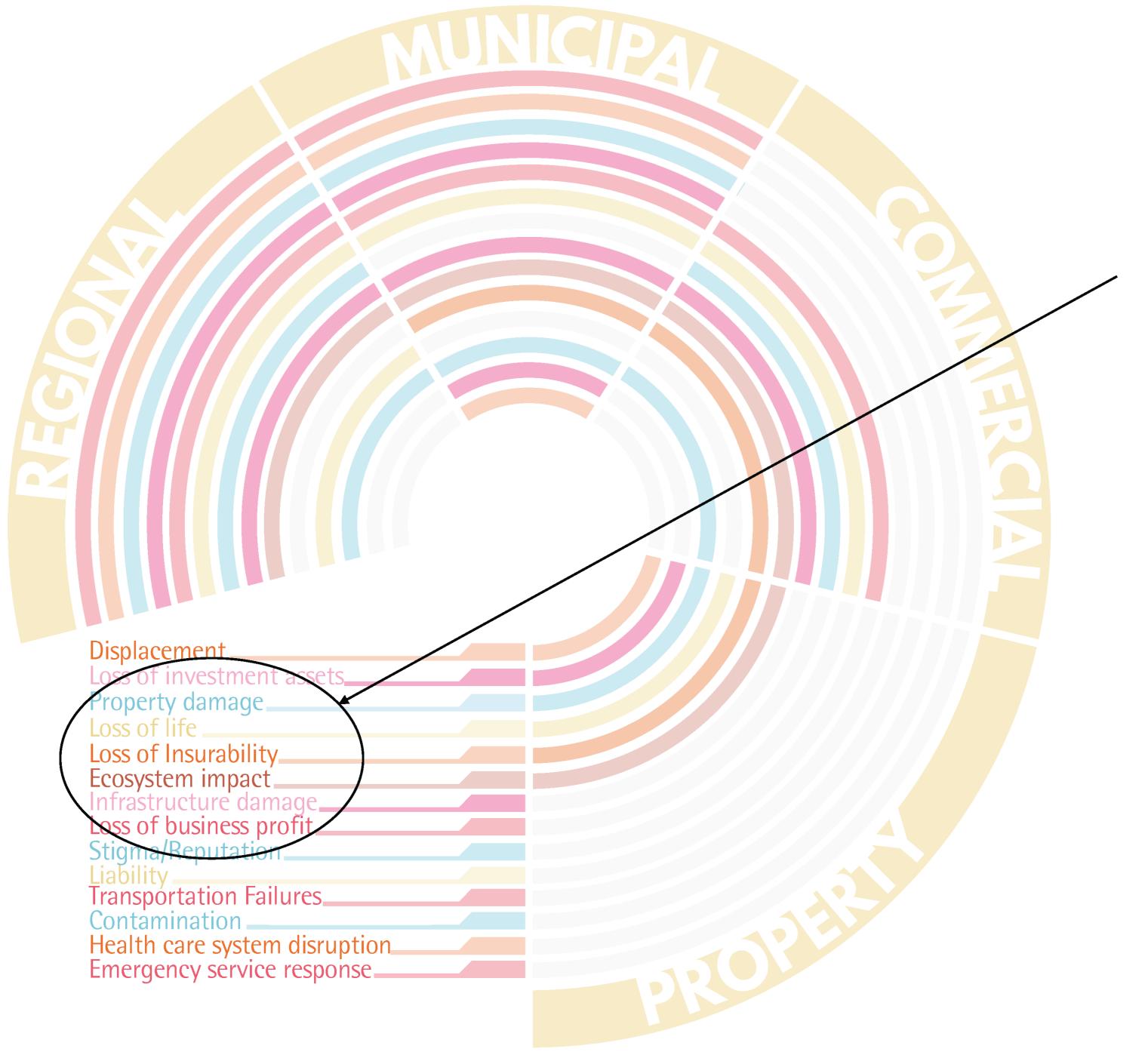
Pathways for Resilience in Ontario



High concentration of risk in asset dense markets.

Different contexts require different resiliency measures.

Where risk is at a community scale community scale response is required.



Direct Damage

Loss of Building Access, Road Access

Cost and Availability of Insurance



UNDERSTAND AVAILABLE SITE LEVEL RESILIENCE SOLUTIONS



CHOSE TO
PROTECT
ASSET OR TO
ABANDON



ENGAGE/DEMAND
MUNICIPAL &
NEIGHBOURHOOD
TO IMPROVE
SHARED RISK



MONITOR PREDICT LEARN FROM EXPERIENCE AND SYSTEM FEEDBACK



ASSET-CENTRIC RESILIENCE FRAMEWORK **REAL ESTATE ASSET VALUE** Abandon 3. PROTECT

Asset Value Preservation

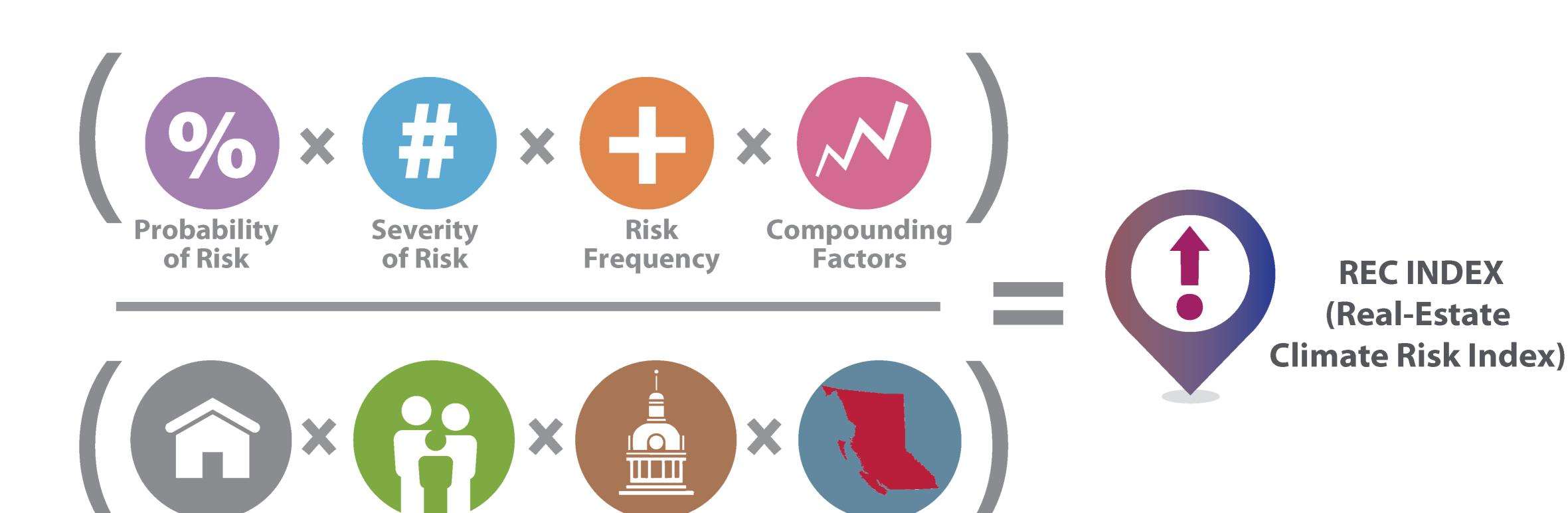
Value Proposition

Lifetime Insurance and Maintenance Savings

Value of Use Preservation & TCO

Figure 7: Asset centric resilience framework for real estate value protection.

LIKE A CREDIT SCORE FOR CLIMATE-RISK CALCULATING THE NVP OF CLIMATE RISK



Regional

Response

Municipal

Resilience

Community

Resilience

Property Value in an Era

of Climate Change, Chopik (2019)

(Source: Chopik C., Stewart C. (2022).

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Site Level

Resilience

Resources



https://www.rdh.com/technical-library/?resource_type=quick-guides



https://www.chba.ca/netzero#renovating

BC Energy Step Code Design Guide

https://www.bchousing.org/sites/default/files/rcg-documents/ 2022-09/BC-Energy-Step-Code-Design-Guide-Supplement.pdf



Building resilient communities

https://www.iclr.org/

Institut de prévention des sinistres catastrophiques

Bâtir des communautés résilientes

RESILIENCE IN THE COMMERCIAL REAL ESTATE INDUSTRY

PROTECTING VALUE FOR AN UNCERTAIN FUTURE

https://bomacanada.ca/climate-resilience/

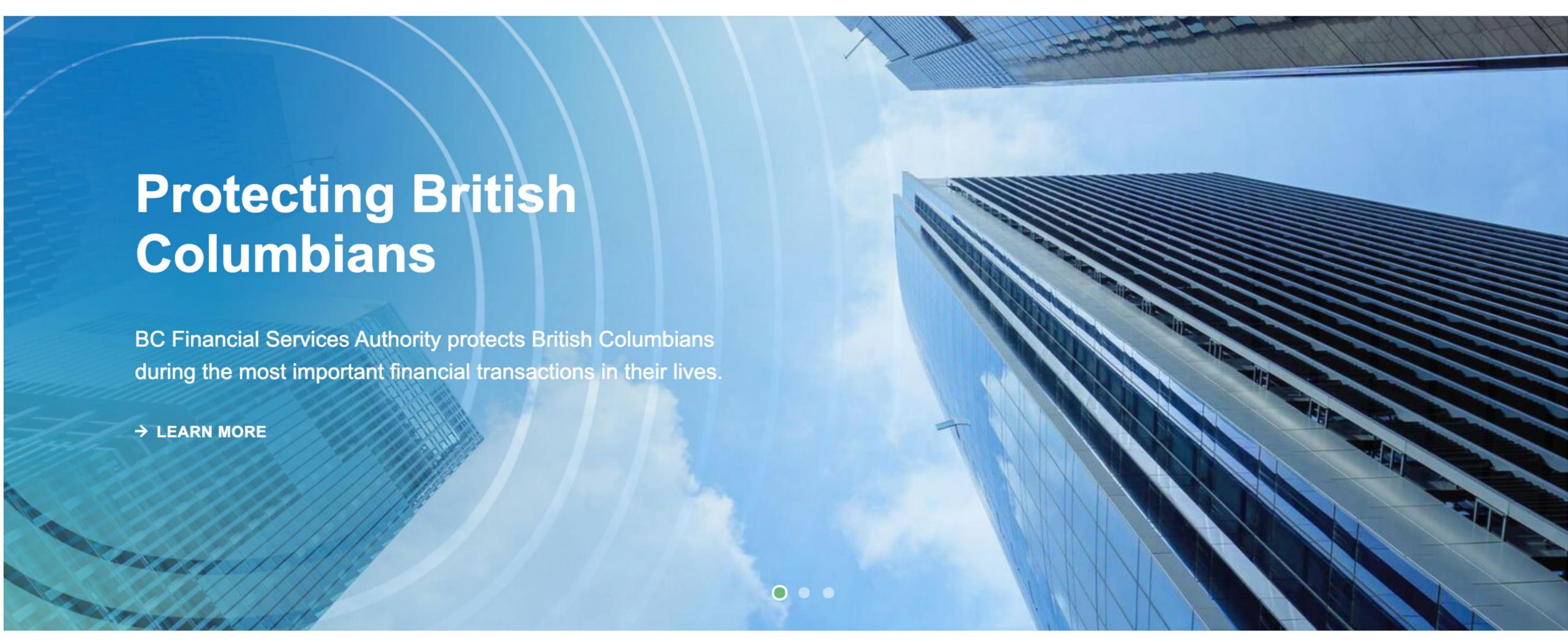


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Resiliency Resources from ICLR Institute for Catastrophic Loss Reduction

Earthquake:

https://www.iclr.org/earthquake/

High wind:

https://www.iclr.org/wp-content/uploads/2019/04/ICLR-Western-SCC-Increasing-High-Wind-Safety-2019 EN.pdf

WUI fire guide BCA and Wildfire:

https://www.iclr.org/wp-content/uploads/2021/05/ICLR-SPA-Risk-Impact-Analysis-for-the-National-WUI-Fire-Guide-2021.pdf https://www.iclr.org/wildfire/

Hail:

https://www.iclr.org/wp-content/uploads/2022/12/BCR-Roofing_Exec-Summary2.pdf

Lytton fire inspection:

https://www.iclr.org/wp-content/uploads/2022/05/Lytton-Wildfires.pdf

High wind risk reduction during construction:

https://www.iclr.org/wp-content/uploads/2022/08/ICLR-PC-Homes-collapse_August-2022.pdf

Basement flood handbook:

https://www.iclr.org/wp-co

Questions?

Head to www.slido.com or scan the QR Code

Event Code: #BCFSAForum





Closing Remarks

Michael McKnight,
President and CEO, United Way

Blair Morrison, CEO, BCFSA



4:00-4:30 PM

