



INVESTMENT INDUSTRY ASSOCIATION OF CANADA
ASSOCIATION CANADIENNE DU COMMERCE DES VALEURS MOBILIÈRES

CANADA'S INVESTMENT INDUSTRY 2016 AT-A-GLANCE

An industry that provides strong underpinnings to the Canadian economy

ADVISORS & ACCOUNTS

9,926

Full-Service Brokerage Advisors

6,227,000

Full-Service Brokerage Accounts



Source: Investor Economics, Retail Brokerage Report

\$1.5 T

INVESTMENT ASSETS
UNDER ADMINISTRATION

TFSA's

\$63 billion

RRIFs

\$112 billion

RRSPs

\$350 billion

Source: Investor Economics, Retail Brokerage Report

6,678

BRANCH OFFICES



46% Ontario



18% B.C.



11% Quebec



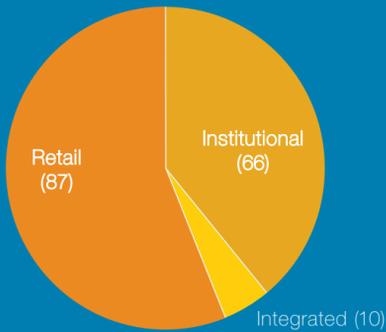
14% Alberta

11% Other

Source: IIROC Annual Report, as at March 31, 2016

163

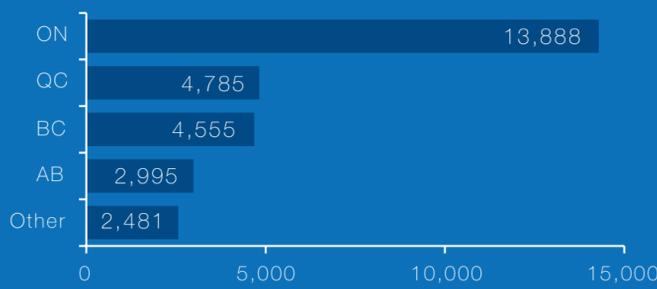
INVESTMENT DEALER FIRMS



Source: IIAC, Securities Industry Performance Report Q4 2016

28,704

LICENSED PROFESSIONALS



Source: IIROC Annual Report, as at March 31, 2016

\$132 M

IN CHARITABLE
DONATIONS

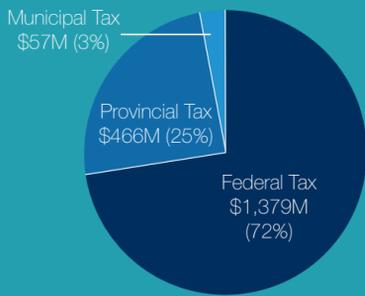
to benefit communities
across the country



Source: 2015 IIAC survey

\$1.9 B

PAID IN BUSINESS TAXES



Source: 2015 IIAC survey

\$76 B IN ECONOMIC ACTIVITY
GENERATED BY THE INDUSTRY

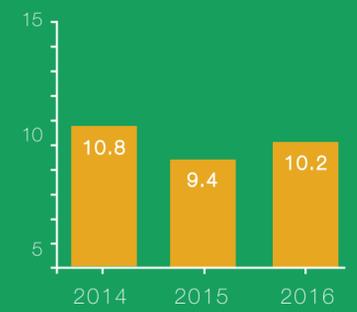


Source: IIAC calculations based on Statistics Canada data

*Measured in real GDP, based on 2007 chained dollar

DOMESTIC DEBT
TRADING

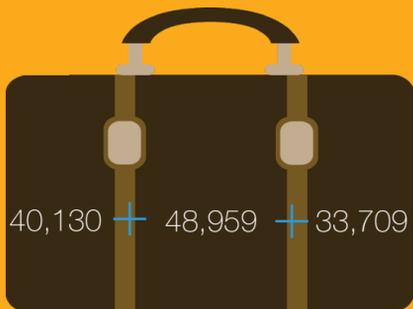
In \$ trillions



Source: Market Trade Reporting System

122,798

JOBS ATTRIBUTED
TO THE INDUSTRY



Employment
by securities
industry firms

Employment
by their
suppliers

Employment of
other firms due
to spending by
employees

Source: IIAC calculations based on IIROC and Statistics Canada data

HELPED GOVERNMENTS RAISE
\$197.9 B
THROUGH DEBT ISSUANCE



Source: Bank of Canada

EQUITY TRADING

Shares traded (in \$ billions on
TSX, TSXV, ATS)



Source: IIROC

OTHER FINANCINGS: 2016

- Helped companies go public, raising **\$466 MILLION** in initial public offerings for expansion, purchase of machinery and equipment or funding R&D.
- Helped listed Canadian businesses raise **\$48.8 BILLION** in equity capital in secondary offerings in public and private markets, enabling them to grow, expand and stimulate demand for goods and services in the economy.
- Enabled Canadian businesses to raise **\$96.0 BILLION** by issuing corporate bonds to finance operations. These bonds provided Canadian investors a steady flow of income and capital preservation.

Source: PwC Canada, Survey of Canadian Equity Markets; Bank of Canada