

2013

Q2

Securities Industry Performance

Industry

(\$ millions unless otherwise noted)

	Quarter-over-Quarter					Annual Year-over-Year						
	Quarters			% Change		Years				% Change		
	Q2 13	Q1 13	Q2 12	Q2/Q1	Q2 13/12	2012	2011	2010	2009	12/11	11/10	10/09
Number of firms	194	192	198	1.0%	-2.0%	196	201	201	200	-2.5%	0.0%	0.5%
Number of employees	39,571	39,380	40,267	0.5%	-1.7%	39,555	40,427	39,917	39,894	-2.2%	1.3%	0.1%
Revenue												
Commissions	1,386	1,417	1,238	-2.1%	12.0%	5,117	5,817	5,631	5,052	-12.0%	3.3%	11.5%
<i>Mutual fund only commissions</i>	611	621	527	-1.6%	16.0%	2,175	2,156	1,950	1,605	0.9%	10.6%	21.5%
Investment banking	711	800	709	-11.1%	0.3%	3,565	3,977	4,029	3,915	-10.4%	-1.3%	2.9%
<i>New issues equity</i>	319	365	313	-12.5%	1.8%	1,782	2,165	2,234	2,356	-17.7%	-3.1%	-5.2%
<i>New issues debt</i>	229	175	228	30.9%	0.2%	816	826	809	653	-1.2%	2.1%	23.9%
<i>Corporate advisory fees</i>	164	260	168	-37.1%	-2.4%	967	986	986	906	-1.9%	0.0%	8.8%
Fixed income trading	477	472	317	0.9%	50.5%	1,176	1,064	1,173	2,109	10.5%	-9.3%	-44.4%
Equity trading	-160	175	-191	-191.6%	16.0%	118	-1	267	459	8703.7%	-100.5%	-41.8%
Net interest	138	121	286	13.9%	-51.7%	1,131	1,376	1,054	914	-17.8%	30.5%	15.3%
Fees	889	865	785	2.8%	13.3%	3,206	3,094	2,721	2,385	3.6%	13.7%	14.1%
Other	209	207	180	1.0%	16.2%	1,020	810	1,004	1,473	25.9%	-19.4%	-31.8%
Operating revenue	3,650	4,057	3,324	-10.0%	9.8%	15,332	16,136	15,878	16,306	-5.0%	1.6%	-2.6%
Operating expenses¹	1,844	1,818	1,787	1.4%	3.2%	7,249	7,355	6,825	6,555	-1.4%	7.8%	4.1%
Operating profit	686	1,084	510	-36.7%	34.5%	3,806	4,273	4,789	5,987	-10.9%	-10.8%	-20.0%
Net profit (loss)	347	515	279	-32.7%	24.4%	2,155	2,036	2,395	2,869	5.8%	-15.0%	-16.5%
Shareholders' equity	17,643	17,219	15,915	2.5%	10.9%	17,087	15,269	16,988	15,225	11.9%	-10.1%	11.6%
Regulatory capital	34,161	33,753	33,664	1.2%	1.5%	34,343	30,383	31,647	29,559	13.0%	-4.0%	7.1%
Client cash holdings	40,658	38,594	37,366	5.3%	8.8%	38,684	39,304	37,952	36,816	-1.6%	3.6%	3.1%
Client debt margin outstanding	16,158	15,531	13,667	4.0%	18.2%	14,432	13,458	13,731	11,048	7.2%	-2.0%	24.3%
Productivity² (\$ thousands)	369	412	330	-10.5%	11.8%	388	399	398	409	-2.9%	0.3%	-2.7%
Annual return³ (%)	7.9	12.0	7.0	-4.1%	0.9%	12.6	13.3	14.1	18.8	-0.7%	-0.8%	-4.7%

¹ Operating expenses reflect the underlying cost of running the securities firm and exclude commissions, bonuses and other compensation to brokers.

² Annual revenue per employee.

³ Annual return is calculated as net profit/shareholder's equity.

⁴ The calculation methodology of some line items have changed to reflect the updated IFRS standard in 2013.

2013

Q2

Securities Industry Performance

1 of 9

Integrated firms

Firms that are national in scope and have extensive retail and institutional operations; includes dealers of the six major chartered banks.

(\$ millions unless otherwise noted)	Quarter-over-Quarter					Annual Year-over-Year						
	Quarters			% Change		Years				% Change		
	Q2 13	Q1 13	Q2 12	Q2/Q1	Q2 13/12	2012	2011	2010	2009	12/11	11/10	10/09
Number of firms	11	11	11	0.0%	0.0%	11	11	11	11	0.0%	0.0%	0.0%
Number of employees	25,169	24,990	25,720	0.7%	-2.1%	25,146	25,595	24,955	25,131	-1.8%	2.6%	-0.7%
Revenue												
Commissions	971	991	869	-2.0%	11.8%	3,597	3,921	3,767	3,384	-8.3%	4.1%	11.3%
<i>Mutual fund only commissions</i>	468	474	416	-1.1%	12.6%	1,711	1,654	1,471	1,226	3.5%	12.4%	20.0%
Investment banking	521	595	525	-12.5%	-0.8%	2,596	2,726	2,566	2,598	-4.8%	6.2%	-1.2%
<i>New issues equity</i>	231	282	234	-17.9%	-1.4%	1,325	1,390	1,311	1,587	-4.7%	6.0%	-17.4%
<i>New issues debt</i>	190	136	187	39.8%	1.6%	659	699	682	546	-5.7%	2.5%	24.9%
<i>Corporate advisory fees</i>	99	178	103	-44.0%	-3.6%	612	637	573	465	-4.0%	11.2%	23.2%
Fixed income trading	389	347	289	12.4%	34.9%	1,031	800	960	1,690	29.0%	-16.7%	-43.2%
Equity trading	-140	137	-91	-202.2%	-53.8%	166	25	38	332	556.3%	-33.5%	-88.6%
Net interest	127	108	236	18.2%	-46.1%	942	1,165	906	790	-19.2%	28.6%	14.7%
Fees	679	649	590	4.6%	15.1%	2,400	2,189	1,994	1,764	9.6%	9.8%	13.0%
Other	127	138	116	-7.6%	9.9%	618	456	415	1,233	35.4%	9.9%	-66.3%
Operating revenue	2,675	2,964	2,534	-9.7%	5.6%	11,350	11,283	10,645	11,792	0.6%	6.0%	-9.7%
Operating expenses¹	1,221	1,215	1,202	0.5%	1.6%	4,817	4,818	4,497	4,300	0.0%	7.1%	4.6%
Operating profit	585	852	520	-31.3%	12.6%	3,219	3,212	3,127	4,782	0.2%	2.7%	-34.6%
Net profit (loss)	322	507	306	-36.4%	5.4%	1,978	1,801	1,610	2,422	9.8%	11.9%	-33.5%
Shareholders' equity	12,823	12,377	10,776	3.6%	19.0%	11,902	10,475	11,585	10,029	13.6%	-9.6%	15.5%
Regulatory capital	25,912	25,478	24,259	1.7%	6.8%	24,989	22,155	22,882	21,372	12.8%	-3.2%	7.1%
Client cash holdings	34,599	32,384	31,733	6.8%	9.0%	33,018	33,088	31,677	31,451	-0.2%	4.5%	0.7%
Productivity² (\$ thousands)	425	474	394	-10.4%	7.9%	451	441	427	469	2.4%	3.3%	-9.1%
Annual return³ (%)	10.1	16.4	11.4	-6.3%	-1.3%	16.6	17.2	13.9	24.1	-0.6%	3.3%	-10.3%

¹ Operating expenses reflect the underlying cost of running the securities firm and exclude commissions, bonuses and other compensation to brokers.

² Annual revenue per employee.

³ Annual return is calculated as net profit/shareholder's equity.

⁴ The calculation methodology of some line items have changed to reflect the updated IFRS standard in 2013.



/// Institutional firms

Firms that generate most of their revenues from servicing institutional clients or through capital market operations.

(\$ millions unless otherwise noted)	Quarter-over-Quarter					Annual Year-over-Year						
	Quarters			% Change		Years				% Change		
	Q2 13	Q1 13	Q2 12	Q2/Q1	Q2 13/12	2012	2011	2010	2009	12/11	11/10	10/09
Number of firms	82	81	80	1.2%	2.5%	79	78	74	72	1.3%	5.4%	2.8%
Number of employees	3,027	3,075	3,279	-1.6%	-7.7%	3,115	3,108	2,793	2,801	0.2%	11.3%	-0.3%
Revenue												
Commissions	141	142	141	-0.9%	0.0%	558	693	655	623	-19.4%	5.7%	5.1%
Investment banking	143	156	140	-8.1%	2.0%	756	912	1,082	1,052	-17.1%	-15.7%	2.9%
<i>New issues equity</i>	63	54	54	15.3%	16.2%	315	523	634	568	-39.8%	-17.5%	11.6%
<i>New issues debt</i>	22	28	26	-20.7%	-16.0%	103	60	58	51	71.6%	3.7%	13.7%
<i>Corporate advisory fees</i>	59	74	60	-20.5%	-2.8%	338	329	390	433	2.6%	-15.6%	-9.9%
Fixed income trading	76	101	23	-24.8%	224.0%	93	179	122	249	-48.1%	46.7%	-51.0%
Equity trading	-20	38	-92	-151.3%	78.6%	-61	-44	145	46	-38.8%	-130.1%	215.2%
Net interest	-19	-17	17	-12.4%	-206.6%	63	49	35	33	29.5%	39.0%	6.1%
Fees	45	57	43	-22.1%	2.6%	190	174	104	77	9.4%	67.4%	35.1%
Other	36	25	26	40.4%	35.3%	263	173	453	101	52.2%	-61.8%	348.5%
Operating revenue	402	503	300	-20.1%	33.8%	1,863	2,136	2,596	2,182	-12.8%	-17.7%	19.0%
Operating expenses¹	284	273	263	4.0%	8.0%	1,133	1,056	899	923	7.3%	17.4%	-2.6%
Operating profit	82	176	1	-53.7%	6296.6%	605	839	1,440	1,025	-27.8%	-41.7%	40.5%
Net profit (loss)	30	3	2	760.2%	1504.3%	276	213	752	444	29.6%	-71.7%	69.4%
Shareholders' equity	3,865	3,910	3,993	-1.2%	-3.2%	3,982	3,632	4,108	3,972	9.6%	-11.6%	3.4%
Regulatory capital	6,859	6,931	7,772	-1.0%	-11.7%	7,735	6,617	7,068	6,607	16.9%	-6.4%	7.0%
Client cash holdings	1,727	2,005	1,806	-13.9%	-4.3%	1,756	1,296	1,306	859	35.5%	-0.7%	52.0%
Productivity² (\$ thousands)	531	654	366	-18.8%	45.0%	598	687	929	779	-13.0%	-26.1%	19.3%
Annual return³ (%)	3.1	0.4	0.2	2.7%	2.9%	6.9	5.9	18.3	11.2	1.0%	-12.4%	7.1%

¹ Operating expenses reflect the underlying cost of running the securities firm and exclude commissions, bonuses and other compensation to brokers.

² Annual revenue per employee.

³ Annual return is calculated as net profit/shareholder's equity.

⁴ The calculation methodology of some line items have changed to reflect the updated IFRS standard in 2013.



Retail firms

Firms that generate most of their revenues from servicing retail clients.

(\$ millions unless otherwise noted)	Quarter-over-Quarter					Annual Year-over-Year						
	Quarters			% Change		Years				% Change		
	Q2 13	Q1 13	Q2 12	Q2/Q1	Q2 13/12	2012	2011	2010	2009	12/11	11/10	10/09
Number of firms	101	100	107	1.0%	-5.6%	106	112	116	117	-5.4%	-3.4%	-0.9%
Number of employees	11,375	11,315	11,268	0.5%	0.9%	11,294	11,724	12,169	11,962	-3.7%	-3.7%	1.7%
Revenue												
Commissions	275	284	229	-3.2%	20.1%	961	1,203	1,208	1,045	-20.1%	-0.4%	15.6%
<i>Mutual fund only commissions</i>	141	145	113	-3.1%	25.0%	471	506	478	375	-6.9%	5.8%	27.5%
Investment banking	47	48	44	-2.8%	7.3%	212	338	381	265	-37.2%	-11.2%	43.8%
<i>New issues equity</i>	25	29	25	-12.0%	0.3%	142	253	289	201	-43.8%	-12.6%	43.8%
<i>New issues debt</i>	16	11	15	51.4%	11.8%	53	67	69	56	-20.0%	-3.4%	23.2%
<i>Corporate advisory fees</i>	5	9	4	-39.2%	35.5%	17	19	23	8	-10.6%	-16.9%	187.5%
Fixed income trading	12	25	5	-54.4%	145.9%	52	86	91	169	-39.9%	-5.8%	-46.2%
Equity trading	-1	0	-9	-513.0%	85.8%	13	17	84	81	-25.0%	-79.8%	3.7%
Net interest	29	30	32	-2.3%	-9.2%	126	162	113	91	-22.0%	43.1%	24.2%
Fees	166	159	151	4.4%	9.4%	616	731	623	544	-15.7%	17.3%	14.5%
Other	46	44	38	5.2%	22.5%	139	180	137	138	-23.0%	31.7%	-0.7%
Operating revenue	573	590	490	-2.9%	17.0%	2,119	2,717	2,637	2,322	-22.0%	3.0%	13.6%
Operating expenses¹	339	330	322	2.7%	5.2%	1,300	1,482	1,428	1,332	-12.3%	3.8%	7.2%
Operating profit	19	56	-11	-65.2%	275.8%	-18	221	222	180	-108.2%	-0.2%	23.3%
Net profit (loss)	-5	5	-29	-213.1%	81.2%	-99	22	33	3	-559.6%	-34.7%	1000.0%
Shareholders' equity	956	931	1,145	2.6%	-16.5%	1,202	1,162	1,295	1,224	3.5%	-10.3%	5.8%
Regulatory capital	1,389	1,344	1,633	3.4%	-14.9%	1,619	1,610	1,697	1,580	0.5%	-5.1%	7.4%
Client cash holdings	4,332	4,204	3,827	3.0%	13.2%	3,910	4,920	4,820	4,506	-20.5%	2.1%	7.0%
Productivity² (\$ thousands)	202	209	174	-3.4%	15.9%	188	232	217	194	-19.0%	6.9%	11.6%
Annual return³ (%)	-2.3	2.1	-10.2	-4.4%	7.9%	-8.2	1.9	2.5	0.2	-10.1%	-0.6%	2.3%

¹ Operating expenses reflect the underlying cost of running the securities firm and exclude commissions, bonuses and other compensation to brokers.

² Annual revenue per employee.

³ Annual return is calculated as net profit/shareholder's equity.

⁴ The calculation methodology of some line items have changed to reflect the updated IFRS standard in 2013.



Domestic institutional

Firms that generate most of their revenues from servicing institutional clients and have their head office located in Canada.

(\$ millions unless otherwise noted)	Quarter-over-Quarter					Annual Year-over-Year						
	Quarters			% Change		Years				% Change		
	Q2 13	Q1 13	Q2 12	Q2/Q1	Q2 13/12	2012	2011	2010	2009	12/11	11/10	10/09
Number of firms	59	58	57	1.7%	3.5%	56	57	54	52	-1.8%	5.6%	3.8%
Number of employees	2,053	2,105	2,268	-2.5%	-9.5%	2,122	2,279	2,013	2,090	-6.9%	13.2%	-3.7%
Revenue												
Commissions	90	91	90	-1.3%	0.4%	362	470	448	439	-22.8%	4.8%	2.1%
Investment banking	84	77	100	8.5%	-16.0%	478	666	781	684	-28.3%	-14.7%	14.2%
<i>New issues equity</i>	43	48	48	-10.0%	-11.3%	265	481	574	468	-44.9%	-16.1%	22.6%
<i>New issues debt</i>	5	9	13	-40.8%	-59.4%	41	25	17	17	62.8%	49.6%	0.0%
<i>Corporate advisory fees</i>	36	21	39	71.3%	-7.7%	171	159	190	198	7.5%	-16.2%	-4.0%
Fixed income trading	7	5	7	45.5%	-0.6%	34	13	17	38	152.3%	-21.8%	-55.3%
Equity trading	-25	-18	-45	-40.2%	44.2%	-67	-44	101	113	-52.2%	-143.3%	-10.6%
Net interest	4	3	7	14.1%	-44.2%	24	28	20	19	-14.9%	40.0%	5.3%
Fees	24	36	20	-31.9%	20.2%	98	101	93	69	-3.6%	9.0%	34.8%
Other	17	23	13	-28.0%	25.6%	184	54	341	25	243.6%	-84.3%	1264.0%
Operating revenue	200	218	191	-7.9%	4.7%	1,113	1,288	1,801	1,388	-13.6%	-28.5%	29.8%
Operating expenses¹	148	137	149	7.4%	-0.9%	601	630	554	548	-4.6%	13.7%	1.1%
Operating profit	27	36	16	-25.5%	70.5%	321	444	1,008	635	-27.7%	-56.0%	58.7%
Net profit (loss)	-9	-16	-14	45.0%	34.4%	113	73	536	277	54.9%	-86.4%	93.5%
Shareholders' equity	1,202	1,218	1,241	-1.3%	-3.1%	1,270	1,171	1,737	1,685	8.5%	-32.6%	3.1%
Regulatory capital	1,791	1,795	2,594	-0.2%	-31.0%	2,597	1,749	2,325	1,943	48.5%	-24.8%	19.7%
Client cash holdings	904	989	968	-8.6%	-6.6%	894	967	618	555	-7.5%	56.4%	11.4%
Productivity² (\$ thousands)	390	413	338	-5.6%	15.6%	524	565	895	664	-7.2%	-36.8%	34.7%
Annual return³ (%)	-3.0	-5.4	-4.4	2.4%	1.4%	8.9	6.2	30.9	16.4	2.7%	-24.7%	14.4%

¹ Operating expenses reflect the underlying cost of running the securities firm and exclude commissions, bonuses and other compensation to brokers.

² Annual revenue per employee.

³ Annual return is calculated as net profit/shareholder's equity.

⁴ The calculation methodology of some line items have changed to reflect the updated IFRS standard in 2013.



Foreign institutional

Firms that generate most of their revenues from servicing institutional clients and have their head office located offshore.

(\$ millions unless otherwise noted)	Quarter-over-Quarter					Annual Year-over-Year						
	Quarters			% Change		Years				% Change		
	Q2 13	Q1 13	Q2 12	Q2/Q1	Q2 13/12	2012	2011	2010	2009	12/11	11/10	10/09
Number of firms	23	23	23	0.0%	0.0%	23	21	20	20	9.5%	5.0%	0.0%
Number of employees	974	970	1,011	0.4%	-3.7%	993	829	780	711	19.8%	6.3%	9.7%
Revenue												
Commissions	51	51	51	-0.1%	-0.6%	196	223	208	183	-12.3%	7.2%	13.7%
Investment banking	60	79	41	-24.3%	46.1%	278	246	301	367	12.9%	-18.1%	-18.0%
<i>New issues equity</i>	20	7	6	193.3%	251.7%	50	42	60	99	20.1%	-30.7%	-39.4%
<i>New issues debt</i>	17	19	13	-11.6%	25.0%	62	35	41	34	78.0%	-15.3%	20.6%
<i>Corporate advisory fees</i>	23	53	22	-56.6%	5.9%	167	170	200	234	-2.1%	-14.9%	-14.5%
Fixed income trading	69	96	16	-28.2%	318.2%	59	166	106	212	-64.2%	56.3%	-50.0%
Equity trading	6	56	-46	-89.9%	112.2%	6	0	44	-67	4313.9%	-99.7%	165.7%
Net interest	-22	-20	11	-12.7%	-308.7%	39	21	15	14	89.8%	37.7%	7.1%
Fees	20	22	23	-6.2%	-12.7%	93	73	11	8	27.6%	561.0%	37.5%
Other	19	2	13	881.3%	45.5%	79	119	111	76	-33.8%	7.5%	46.1%
Operating revenue	201	285	109	-29.4%	85.2%	750	848	796	794	-11.5%	6.5%	0.3%
Operating expenses¹	137	136	115	0.6%	19.4%	532	426	345	375	25.0%	23.3%	-8.0%
Operating profit	55	140	-15	-61.0%	476.3%	284	395	432	390	-28.0%	-8.6%	10.8%
Net profit (loss)	39	20	16	95.3%	148.2%	163	140	215	167	16.4%	-34.9%	28.7%
Shareholders' equity	2,662	2,692	2,753	-1.1%	-3.3%	2,712	2,462	2,371	2,287	10.2%	3.8%	3.7%
Regulatory capital	5,069	5,136	5,178	-1.3%	-2.1%	5,138	4,868	4,742	4,664	5.5%	2.7%	1.7%
Client cash holdings	823	1,016	838	-19.0%	-1.7%	863	330	688	304	161.7%	-52.1%	126.3%
Productivity² (\$ thousands)	827	1,176	430	-29.7%	92.3%	755	1,023	1,021	3,350	-26.1%	0.2%	-69.5%
Annual return³ (%)	5.8	2.9	2.3	2.9%	3.6%	6.0	5.7	9.1	9.7	0.3%	-3.4%	-0.7%

¹ Operating expenses reflect the underlying cost of running the securities firm and exclude commissions, bonuses and other compensation to brokers.

² Annual revenue per employee.

³ Annual return is calculated as net profit/shareholder's equity.

⁴ The calculation methodology of some line items have changed to reflect the updated IFRS standard in 2013.



/// Retail full service

Firms that generate most of their revenues from servicing retail clients and have their own front and back offices.

(\$ millions unless otherwise noted)	Quarter-over-Quarter					Annual Year-over-Year						
	Quarters			% Change		Years				% Change		
	Q2 13	Q1 13	Q2 12	Q2/Q1	Q2 13/12	2012	2011	2010	2009	12/11	11/10	10/09
Number of firms	31	31	33	0.0%	-6.1%	33	34	35	35	-2.9%	-2.9%	0.0%
Number of employees	5,491	5,507	5,709	-0.3%	-3.8%	5,547	6,114	6,231	6,072	-9.3%	-1.9%	2.6%
Revenue												
Commissions	143	146	119	-2.4%	19.5%	503	662	675	605	-24.1%	-1.9%	11.6%
<i>Mutual fund only commissions</i>	84	85	67	-1.8%	24.3%	284	302	285	227	-6.0%	6.0%	25.6%
Investment banking	34	32	28	8.0%	21.4%	142	233	271	192	-39.0%	-14.1%	41.1%
<i>New issues equity</i>	15	15	13	-3.8%	12.9%	88	163	195	128	-46.2%	-16.4%	52.3%
<i>New issues debt</i>	16	9	13	68.6%	18.7%	45	57	61	48	-21.0%	-6.2%	27.1%
<i>Corporate advisory fees</i>	4	7	2	-46.8%	100.3%	9	12	16	17	-26.6%	-22.5%	-5.9%
Fixed income trading	14	22	-3	-36.4%	588.7%	29	57	71	134	-48.8%	-20.0%	-47.0%
Equity trading	-2	-2	-7	-17.8%	74.7%	3	-5	40	42	163.9%	-111.6%	-4.8%
Net interest	13	14	17	-5.3%	-19.0%	64	93	62	49	-30.7%	49.7%	26.5%
Fees	91	86	84	6.6%	8.2%	340	354	321	288	-4.0%	10.4%	11.5%
Other	21	20	16	2.5%	34.5%	64	96	71	57	-33.2%	35.5%	24.6%
Operating revenue	314	318	254	-1.1%	23.8%	1,146	1,491	1,511	1,367	-23.1%	-1.3%	10.5%
Operating expenses¹	189	182	178	4.2%	6.1%	719	847	819	752	-15.1%	3.4%	8.9%
Operating profit	6	12	-19	-52.8%	130.9%	-15	51	117	122	-129.7%	-56.2%	-4.1%
Net profit (loss)	-4	-7	-21	35.8%	79.5%	-51	-7	34	31	-635.0%	-120.2%	9.7%
Shareholders' equity	670	638	583	5.0%	14.8%	643	798	900	804	-19.4%	-11.3%	11.9%
Regulatory capital	868	825	858	5.3%	1.2%	838	1,051	1,115	987	-20.3%	-5.8%	13.0%
Client cash holdings	2,875	2,849	2,817	0.9%	2.1%	2,783	3,791	3,890	3,620	-26.6%	-2.6%	7.5%
Productivity² (\$ thousands)	229	231	178	-0.8%	28.7%	207	244	242	225	-15.3%	0.5%	7.7%
Annual return³ (%)	-2.6	-4.3	-14.7	1.7%	12.1%	-7.9	-0.9	3.8	3.9	-7.0%	-4.7%	-0.1%

¹ Operating expenses reflect the underlying cost of running the securities firm and exclude commissions, bonuses and other compensation to brokers.

² Annual revenue per employee.

³ Annual return is calculated as net profit/shareholder's equity.

⁴ The calculation methodology of some line items have changed to reflect the updated IFRS standard in 2013.



/// Retail introducers

Firms that generate most of their revenues from servicing retail clients and typically do not have back offices (use a “carrier” firm to manage their back office).

(\$ millions unless otherwise noted)	Quarter-over-Quarter					Annual Year-over-Year						
	Quarters			% Change		Years				% Change		
	Q2 13	Q1 13	Q2 12	Q2/Q1	Q2 13/12	2012	2011	2010	2009	12/11	11/10	10/09
Number of firms	70	69	74	1.4%	-5.4%	73	78	81	82	-6.4%	-3.7%	-1.2%
Number of employees	5,884	5,808	5,559	1.3%	5.8%	5,747	5,610	5,938	5,890	2.4%	-5.5%	0.8%
Revenue												
Commissions	132	138	110	-4.1%	20.7%	458	540	533	440	-15.2%	1.4%	21.1%
<i>Mutual fund only commissions</i>	57	60	45	-5.0%	26.1%	187	204	192	148	-8.2%	6.1%	29.7%
Investment banking	13	17	16	-23.1%	-18.0%	70	106	110	73	-33.4%	-4.0%	50.7%
<i>New issues equity</i>	10	13	12	-21.5%	-13.4%	54	89	94	73	-39.4%	-4.8%	28.8%
<i>New issues debt</i>	1	2	2	-51.3%	-49.3%	8	9	9	8	-13.6%	4.8%	12.5%
<i>Corporate advisory fees</i>	2	2	2	-11.1%	-21.3%	8	7	7	-8	18.9%	-4.1%	187.5%
Fixed income trading	-2	4	8	-154.6%	-128.0%	22	29	20	35	-22.4%	44.8%	-42.9%
Equity trading	1	2	-1	-67.4%	142.6%	10	22	43	38	-54.8%	-49.7%	13.2%
Net interest	16	16	16	0.4%	1.0%	62	69	51	42	-10.4%	35.0%	21.4%
Fees	74	73	67	1.7%	10.9%	276	376	302	256	-26.7%	24.6%	18.0%
Other	25	23	22	7.5%	14.0%	75	84	66	81	-11.4%	27.7%	-18.5%
Operating revenue	259	272	236	-5.0%	9.7%	973	1,226	1,125	966	-20.6%	9.0%	16.5%
Operating expenses¹	150	148	143	0.8%	4.2%	581	635	609	580	-8.6%	4.3%	5.0%
Operating profit	13	43	8	-68.9%	65.6%	-3	170	105	57	-101.8%	62.1%	84.2%
Net profit (loss)	-1	12	-8	-109.4%	85.9%	-48	28	-1	-27	-270.3%	2942.9%	96.3%
Shareholders' equity	286	294	562	-2.5%	-49.1%	559	364	395	420	53.7%	-7.9%	-6.0%
Regulatory capital	521	519	774	0.4%	-32.7%	782	560	582	593	39.7%	-3.8%	-1.9%
Client cash holdings	1,457	1,355	1,011	7.5%	44.2%	1,127	1,130	930	886	-0.3%	21.5%	5.0%
Productivity² (\$ thousands)	176	188	170	-6.2%	3.6%	169	219	189	164	-22.5%	15.3%	15.5%
Annual return³ (%)	-1.5	16.0	-5.6	-17.5%	4.0%	-8.7	7.8	-0.3	-6.4	-16.5%	8.1%	6.2%

¹ Operating expenses reflect the underlying cost of running the securities firm and exclude commissions, bonuses and other compensation to brokers.

² Annual revenue per employee.

³ Annual return is calculated as net profit/shareholder's equity.

⁴ The calculation methodology of some line items have changed to reflect the updated IFRS standard in 2013.



Comments please!

Securities Industry Performance is produced quarterly by the Investment Industry Association of Canada (IIAC).

To join the distribution list, please email capitalmarkets@iiac.ca.

We want to hear from you. Send suggestions for future editions and feedback to capitalmarkets@iiac.ca.

Eon Song, CFA
Analyst, Capital Markets
esong@iiac.ca
T 416.687.5480

Addresses

Toronto (Head Office)
11 King St West
Suite 1600
Toronto, ON M5H 4C7
T 416.364.2754
F 416.364.4861

Montreal
1 Place Ville Marie
Suite 2001
Montreal, QC H3B 2C4
T 514.843.8950
F 514.866.2115

Vancouver
701 West Georgia St
Suite 1500
Vancouver, BC V7Y 1C6
T 604.637.1676
F 604.801.5911



IIACACCVM

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