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\$ millions (unless otherwise indicated)	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2016 Q4	2016 Q3	2016 Q2	2016 Q1	2015 Q4	2015 Q3	2015 Q2	2015 Q1	2014 Q4	2014 Q3	2014 Q2	2014 Q1	2013 Q4	2013 Q3	2013 Q2	2013 Q1	2012 Q4	2012 Q3	2012 Q2
Highlights																							
Number of Firms*	166	165	166	165	163	163	164	165	168	174	174	176	175	179	179	184	189	192	194	192	196	198	198
Number of Employees*	40,865	40,636	40,989	40,344	40,130	40,007	39,939	39,452	39,936	39,974	40,192	39,857	39,918	40,282	40,064	39,617	39,357	39,405	39,571	39,380	39,555	39,870	40,267
Operating Revenue	5,797	4,913	5,228	5,217	5,389	4,979	5,330	4,663	4,281	4,309	4,501	4,654	4,437	4,439	4,637	4,402	4,396	3,816	3,650	4,057	4,023	3,766	3,324
Operating Expenses	2,124	2,082	2,169	2,213	2,189	2,004	2,159	2,053	2,037	1,914	2,050	2,085	2,038	1,852	1,878	1,971	1,829	1,804	1,844	1,818	1,808	1,781	1,787
Operating Profit	2,027	1,384	1,547	1,522	1,725	1,589	1,833	1,275	900	1,122	1,026	1,170	1,069	1,250	1,414	1,132	1,326	890	686	1,084	1,060	1,009	510
Net Profit (Loss)	1,317	707	859	826	1,000	785	1,179	542	508	560	517	477	525	581	785	491	723	477	347	515	598	577	279
Shareholders Equity	25,514	24,802	24,666	23,869	23,117	23,104	28,908	28,677	28,373	21,549	46,343	45,831	45,367	39,733	40,067	34,237	34,474	18,370	17,643	17,219	17,087	16,525	15,915
Regulatory Capital	37,281	38,078	39,217	39,062	39,009	39,066	45,411	45,196	44,951	38,096	63,368	62,848	62,363	56,817	61,755	55,916	51,414	35,118	34,161	33,753	34,343	34,008	33,664
Client Cash Holdings	62,026	56,555	57,618	61,051	59,944	53,999	52,086	50,715	50,677	48,245	46,602	45,871	45,291	43,241	42,030	41,990	42,124	39,653	40,658	38,594	38,684	37,891	37,366
Client Margin Debt Outstanding	26,267	25,386	25,886	23,906	23,740	22,202	21,393	20,916	21,173	21,234	20,529	19,463	18,913	19,420	18,048	17,453	16,444	15,829	16,158	15,531	14,432	13,900	13,667
Productivity (000's) (annual revenue/employee)	567	484	510	517	537	498	534	473	429	431	448	467	445	441	463	444	447	387	369	412	407	378	330
Annual Return (net profit/shareholders equity)	20.7%	11.4%	13%	14%	17%	14%	16%	8%	7%	10%	4%	4%	5%	6%	8%	6%	8%	10%	8%	12%	14%	14%	7%
Revenues																							
Industry	5,797	4,913	5,228	5,217	5,389	4,979	5,330	4,663	4,281	4,309	4,501	4,654	4,437	4,439	4,637	4,402	4,396	3,816	3,650	4,057	4,023	3,766	3,324
Integrated Firms	4,290	3,674	3,885	3,814	3,993	3,618	4,066	3,424	3,152	3,103	3,307	3,385	3,104	3,231	3,394	3,144	3,283	2,833	2,675	2,964	2,967	2,777	2,534
Institutional Firms	472	392	493	540	594	600	528	543	460	543	493	562	672	526	543	562	485	422	402	503	510	487	300
Domestic	250	145	188	247	311	239	262	253	197	212	287	233	256	248	313	322	270	212	200	218	327	224	191
Foreign	223	247	304	294	283	362	267	290	263	331	207	329	417	278	229	240	215	210	201	285	183	263	109
Retail Brokerage Firms	950	819	865	863	810	761	735	696	669	672	701	706	662	682	701	695	628	562	573	590	545	502	490
Introducers	402	352	359	358	362	337	316	295	292	292	296	320	301	293	301	319	292	257	259	272	255	227	236
Full Operations	548	467	505	504	449	424	419	401	378	372	405	387	361	389	400	376	336	305	314	318	290	275	254
Revenues (% of Total)																							
Integrated Firms	100%	86%	91%	89%	93%	85%	95%	80%	74%	72%	73%	75%	71%	74%	74%	72%	75%	74%	73%	73%	74%	74%	76%
Institutional Firms	11%	9%	12%	13%	14%	14%	12%	13%	11%	13%	11%	12%	15%	12%	12%	13%	12%	12%	12%	13%	13%	13%	9%
Domestic	6%	3%	4%	6%	7%	6%	6%	6%	5%	5%	6%	5%	5%	6%	7%	6%	5%	5%	5%	5%	8%	6%	6%
Foreign	5%	6%	7%	7%	7%	8%	6%	7%	6%	8%	5%	7%	10%	7%	6%	7%	6%	7%	7%	8%	5%	7%	3%
Retail Brokerage Firms	22%	19%	20%	20%	19%	18%	17%	16%	16%	16%	16%	14%	14%	14%	14%	13%	14%	15%	14%	14%	13%	15%	15%
Introducers	9%	8%	8%	8%	8%	8%	7%	7%	7%	7%	7%	6%	6%	6%	7%	6%	6%	6%	7%	6%	6%	6%	7%
Full Operations	13%	11%	12%	12%	10%	10%	10%	9%	9%	9%	9%	7%	7%	8%	8%	8%	7%	7%	8%	7%	7%	7%	8%
Revenue Categories																							
Commission	1,468	1,291	1,431	1,506	1,481	1,378	1,408	1,449	1,412	1,438	1,461	1,528	1,527	1,364	1,410	1,500	1,389	1,323	1,386	1,417	1,250	1,199	1,238
of which: Mutual Funds	645	609	646	641	646	642	628	651	694	695	731	719	702	631	620	623	597	606	611	621	550	542	527
Investment Banking	935	737	1,006	932	953	943	1,052	796	655	708	1,001	883	798	1,026	1,165	804	987	693	711	800	1,049	825	709
Fixed Income Trading	449	351	218	4	163	379	411	486	427	286	292	460	331	416	439	459	388	454	477	472	262	254	317
Equity Trading	-41	-573	40	243	-374	238	207	58	-112	56	-26	89	68	-27	77	124	64	74	-160	175	-5	205	-191
Net Interest	436	395	332	337	309	264	252	245	241	221	207	195	217	237	215	169	143	133	138	121	285	267	286
Other	445	237	232	196	278	230	612	236	1,658	1,601	1,566	1,499	1,497	1,423	1,332	1,345	1,423	1,139	1,098	1,072	1,181	1,016	965
Total	3,691	2,438	3,259	3,218	2,810	3,431	3,942	3,270	4,281	4,309	4,501	4,654	4,437	4,439	4,637	4,402	4,395	3,816	3,650	4,057	4,023	3,766	3,324
Revenue Categories (% of Total)																							
Commission	34%	30%	33%	35%	35%	32%	33%	34%	33%	33%	32%	29%	31%	27%	27%	31%	29%	32%	35%	32%	31%	32%	37%
of which: Mutual Funds	15%	14%	15%	15%	15%	15%	15%	15%	16%	16%	16%	14%	14%	13%	12%	13%	12%	15%	15%	14%	14%	14%	16%
Investment Banking	22%	17%	23%	22%	22%	22%	25%	19%	15%	16%	22%	17%	16%	21%	23%	16%	20%	17%	18%	18%	26%	22%	21%
Fixed Income Trading	10%	8%	5%	0%	4%	9%	10%	11%	10%	7%	6%	9%	7%	8%	9%	9%	8%	11%	12%	11%	7%	7%	10%
Equity Trading	-1%	-13%	1%	6%	-9%	6%	5%	1%	-3%	1%	-1%	2%	1%	-1%	1%	3%	1%	2%	-4%	4%	0%	5%	-6%
Net Interest	10%	9%	8%	8%	7%	6%	6%	6%	6%	5%	5%	15%	15%	16%	14%	14%	12%	11%	12%	10%	7%	7%	9%
Other	10%	6%	5%	5%	6%	5%	14%	6%	39%	37%	35%	29%	30%	29%	26%	27%	29%	27%	28%	25%	29%	27%	29%
Operating Profit (Loss)																							
Industry	2,027	1,384	1,547	1,522	1,725	1,589	1,833	1,275	900	1,122	1,026	1,170	1,069	1,250	1,414	1,132	1,326	890	686	1,084	1,060	1,009	510
Integrated Firms	1,679	1,168	1,277	1,198	1,359	1,211	1,543	1,042	741	828	796	868	674	959	1,102	838	1,124	747	585	852	920	832	520
Institutional Firms	175	115	167	198	259	291	212	195	124	246	173	232	341	204	220	200	161	122	82	176	139	166	1
Domestic	96	16	38	89	135	73	95	63	11	53	107	52	66	72	121	105	76	42	27	36	112	37	16
Foreign	79	100	130	109	124	218	117	133	113	193	66	180	275	132	99	95	85	80	55	140	27	129	-15
Retail Brokerage Firms	89	72	116	126	116	88	78	37	36	49	57	70	54	87	93	95	41	21	19	56	1	12	-11
Introducers	-14	4	39	39	55	40	29	18	20	26	21	40	37	33	25	45	31	16	13	43	15	11	8
Full Operations	102	68	77	86	61	47	49	19	16	23	36	30	17	54	67	49	10	5	6	12	-14	1	-19
Operating Profit (Loss) (% of Total)																							
Integrated Firms	187%	130%	142%	133%	151%	135%	171%	116%	82%	74%	78%	79%	70%	79%	79%	75%	83%	82%	82%	78%	87%	82%	102%
Institutional Firms	19%	13%	19%	22%	29%	32%	24%	22%	14%	22%	17%	16%	26%	15%	16%	18%	14%	16%	16%	18%			



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\$ millions (unless otherwise indicated)	2012 Q1	2011 Q4	2011 Q3	2011 Q2	2011 Q1	2010 Q4	2010 Q3	2010 Q2	2010 Q1	2009 Q4	2009 Q3	2009 Q2	2009 Q1	2008 Q4	2008 Q3	2008 Q2	2008 Q1	2007 Q4	2007 Q3	2007 Q2	2007 Q1
Highlights																					
Number of Firms*	198	201	204	205	202	201	197	195	197	200	201	203	202	202	201	203	203	203	201	200	199
Number of Employees*	40,215	40,427	40,489	40,657	40,082	39,917	39,793	39,692	39,419	39,894	40,122	40,124	40,254	40,836	41,397	41,907	41,732	42,329	41,985	41,960	41,053
Operating Revenue	4,220	3,838	3,497	4,164	4,637	4,875	3,712	3,568	3,723	4,807	4,034	3,831	3,635	3,317	3,566	3,811	3,899	4,281	3,851	4,483	4,508
Operating Expenses	1,873	1,874	1,809	1,813	1,859	1,829	1,669	1,681	1,647	1,733	1,579	1,574	1,669	1,743	1,600	1,603	1,581	1,663	1,554	1,542	1,520
Operating Profit	1,227	906	660	1,200	1,507	1,778	1,067	891	1,053	1,989	1,528	1,359	1,112	544	1,000	1,125	1,246	1,461	1,220	1,712	1,989
Net Profit (Loss)	701	422	253	616	745	1,073	446	468	408	795	798	730	547	281	580	489	526	564	471	799	937
Shareholders Equity	15,420	15,269	15,747	15,619	17,375	16,988	18,197	16,343	15,640	15,225	14,961	14,513	13,912	13,507	13,357	13,182	12,851	12,655	12,919	12,626	11,914
Regulatory Capital	33,085	30,383	30,947	31,393	32,959	31,647	32,095	30,250	29,607	29,559	29,092	28,512	27,461	27,197	29,561	24,462	23,642	23,413	23,762	22,497	20,807
Client Cash Holdings	37,679	39,304	38,842	37,139	38,298	37,952	35,987	36,209	28,701	36,816	35,977	35,008	34,335	33,677	29,995	29,373	29,288	28,500	26,113	25,701	24,896
Client Margin Debt Outstanding	14,408	13,458	14,154	14,469	14,505	13,731	12,838	12,941	9,477	11,048	10,275	10,450	9,163	8,846	14,374	15,897	13,696	14,001	14,247	14,221	13,437
Productivity (000's) (annual revenue/employee)	420	380	345	410	463	489	373	360	378	482	402	382	361	325	345	364	374	405	367	427	439
Annual Return (net profit/shareholders equity)	18%	11%	6%	16%	17%	25%	10%	12%	10%	21%	21%	20%	16%	8%	17%	15%	16%	18%	15%	25%	31%
Revenues																					
Industry	4,220	3,838	3,497	4,164	4,637	4,875	3,712	3,568	3,723	4,807	4,034	3,831	3,635	3,317	3,566	3,811	3,899	4,281	3,851	4,483	4,508
Integrated Firms	3,072	2,660	2,493	2,905	3,226	3,113	2,535	2,434	2,563	3,556	2,917	2,740	2,579	2,196	2,614	2,492	2,498	2,788	2,527	2,879	2,983
Institutional Firms	566	548	387	573	628	1,014	552	501	530	617	541	516	508	534	398	629	653	681	642	845	733
Domestic	371	271	236	342	439	770	325	342	365	432	344	324	288	256	277	339	350	417	373	482	392
Foreign	195	277	150	231	189	244	228	159	165	184	197	191	221	278	121	290	303	264	269	363	341
Retail Brokerage Firms	582	630	618	686	783	748	625	633	631	634	576	575	547	587	554	689	748	812	682	759	792
Introducers	255	313	293	288	331	319	273	274	260	260	233	232	240	292	254	309	367	425	290	324	337
Full Operations	327	316	324	398	452	429	352	359	371	374	343	343	308	295	301	380	381	388	392	435	455
Revenues (% of Total)																					
Integrated Firms	73%	69%	71%	70%	70%	64%	68%	68%	69%	74%	72%	72%	71%	66%	73%	65%	64%	65%	66%	64%	66%
Institutional Firms	13%	14%	11%	14%	14%	21%	15%	14%	14%	13%	13%	13%	14%	16%	11%	17%	17%	16%	17%	19%	16%
Domestic	9%	7%	7%	8%	9%	16%	9%	10%	10%	9%	9%	8%	8%	8%	9%	9%	10%	10%	10%	11%	9%
Foreign	5%	7%	4%	6%	4%	5%	6%	4%	4%	4%	5%	5%	6%	8%	3%	8%	8%	6%	7%	8%	8%
Retail Brokerage Firms	14%	16%	18%	16%	17%	15%	17%	18%	17%	13%	14%	15%	15%	18%	16%	18%	19%	19%	18%	17%	18%
Introducers	6%	8%	8%	7%	7%	7%	7%	8%	7%	5%	6%	6%	7%	9%	7%	8%	9%	10%	8%	7%	7%
Full Operations	8%	8%	9%	10%	10%	9%	9%	10%	10%	8%	9%	9%	8%	9%	8%	10%	10%	9%	10%	10%	10%
Revenue Categories																					
Commission	1,430	1,307	1,368	1,442	1,699	1,548	1,285	1,379	1,419	1,341	1,292	1,278	1,141	1,298	1,336	1,490	1,467	1,526	1,471	1,656	1,662
of which: Mutual Funds	556	520	520	546	570	509	472	472	497	464	418	378	345	369	466	510	515	538	538	575	598
Investment Banking	982	860	776	1,161	1,181	1,396	867	946	821	1,198	976	847	893	800	626	900	751	1,130	965	1,274	1,177
Fixed Income Trading	343	295	176	229	364	172	349	236	416	363	550	640	556	387	166	246	247	95	207	179	217
Equity Trading	109	-21	-150	34	136	157	77	-34	67	126	267	-29	96	51	55	-173	56	37	-35	174	284
Net Interest	293	340	342	355	339	382	275	214	182	189	213	215	296	460	508	469	458	463	467	452	412
Other	1,064	1,057	984	943	919	1,220	860	828	817	1,590	735	881	652	322	875	879	920	1,030	776	748	756
Total	4,220	3,838	3,497	4,164	4,637	4,875	3,712	3,568	3,723	4,807	4,034	3,831	3,635	3,317	3,566	3,811	3,899	4,281	3,851	4,483	4,508
Revenue Categories (% of Total)																					
Commission	34%	34%	39%	35%	37%	32%	35%	39%	38%	28%	32%	33%	31%	39%	37%	39%	38%	36%	38%	37%	37%
of which: Mutual Funds	13%	14%	15%	13%	12%	10%	13%	13%	13%	10%	10%	10%	9%	11%	13%	13%	13%	13%	14%	13%	13%
Investment Banking	23%	22%	22%	28%	25%	29%	23%	27%	22%	25%	24%	22%	25%	24%	18%	24%	19%	26%	25%	28%	26%
Fixed Income Trading	8%	8%	5%	6%	8%	4%	9%	7%	11%	8%	14%	17%	15%	12%	5%	6%	2%	5%	4%	5%	5%
Equity Trading	3%	-1%	-4%	1%	3%	3%	2%	-1%	2%	3%	7%	-1%	3%	2%	2%	-5%	1%	1%	-1%	4%	6%
Net Interest	7%	9%	10%	9%	7%	8%	7%	6%	5%	4%	5%	6%	8%	14%	14%	12%	12%	11%	12%	10%	9%
Other	25%	28%	28%	23%	20%	25%	23%	23%	22%	33%	18%	23%	18%	10%	25%	23%	24%	24%	20%	17%	17%
Operating Profit (Loss)																					
Industry	1,227	906	660	1,200	1,507	1,778	1,067	891	1,053	1,989	1,528	1,359	1,112	544	1,000	1,125	1,246	1,461	1,220	1,712	1,989
Integrated Firms	947	652	546	905	1,110	1,027	722	612	765	1,603	1,195	1,065	919	328	890	717	787	923	794	1,042	1,226
Institutional Firms	299	198	92	248	301	677	286	233	244	321	275	254	175	192	105	323	327	340	338	542	570
Domestic	156	81	47	115	201	539	147	161	161	220	153	146	116	70	93	159	162	220	200	291	289
Foreign	143	118	45	133	100	138	139	72	84	101	122	108	59	122	11	164	166	120	138	251	282
Retail Brokerage Firms	-20	56	22	47	96	74	58	46	43	65	58	40	18	24	6	85	131	198	88	128	192
Introducers	-37	75	34	23	39	33	32	27	15	24	13	5	15	54	8	49	106	159	47	55	78
Full Operations	17	-19	-11	24	57	42	27	20	29	41	45	34	2	-30	-3	36	25	39	41	74	114
Operating Profit (Loss) (% of Total)																					
Integrated Firms	77%	72%	83%	75%	74%	58%	68%	69%	73%	81%	78%	78%	83%	60%	89%	64%	63%	63%	65%	61%	62%
Institutional Firms	24%	22%	14%	21%	20%	38%	27%	26%	23%	16%	18%	19%	16%	35%	11%	29%	26%	23%	28%	32%	29%
Domestic	13%	9%	7%	10%	13%	30%	14%	18%	15%	11%	10%	11%	10%	13%	9%	14%	13%	15%	16%	17%	15%
Foreign	12%	13%	7%	11%	7%	8%	13%	8%	8%	5%	8%	8%	5%	22%	1%	15%	13%	8%	11%	15%	14%
Retail Brokerage Firms	-2%	6%	3%	4%	6%	4%	5%	5%	4%	3%	4%	3%	2%	4%	1%	8%	11%	14%	7%	7%	10%
Introducers	-3%	8%	5%	2%	3%	2%	3%	3%	1%	1%	0%	1%	10%	1%	4%	9%	11%	4%	3%	4%	4%
Full Operations	1%	-2%	-2%	2%	4%	2%	3%	2%	3%	2%	3%	3%	0%	0%	3%	2%	3%	3%	3%	4%	6%

* as at end of period
some differences may arise due to rounding