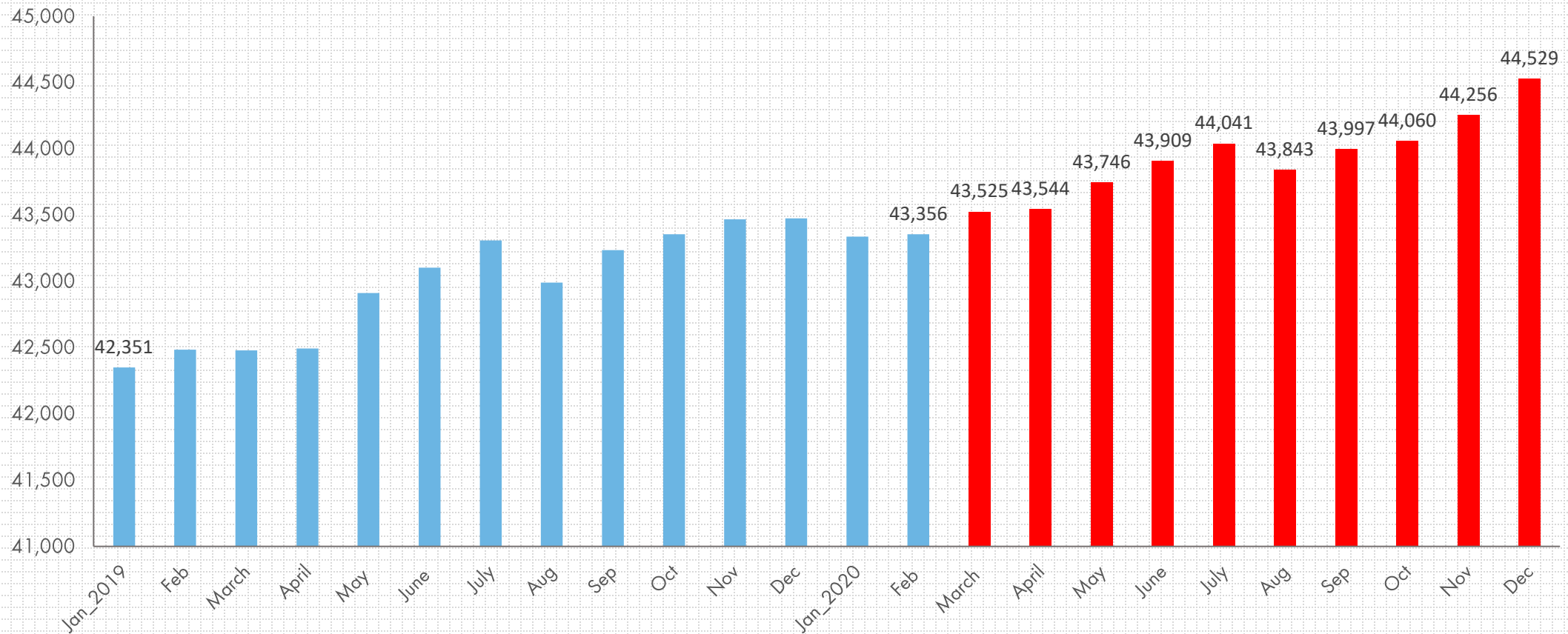




# Industry Performance During the COVID Period

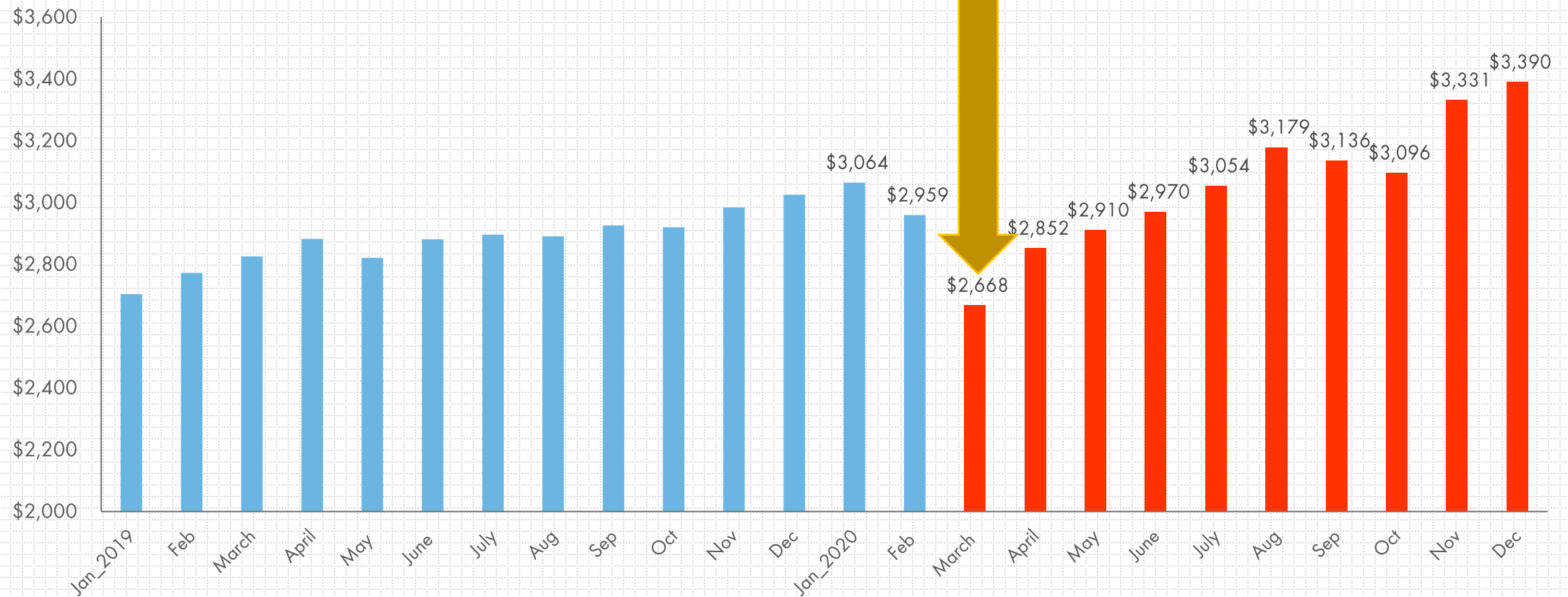
For the Period Ending December 31, 2020

# Industry Employment 2019-December 2020



Source: IIROC Monthly Financial Reports, IIAC Compiled

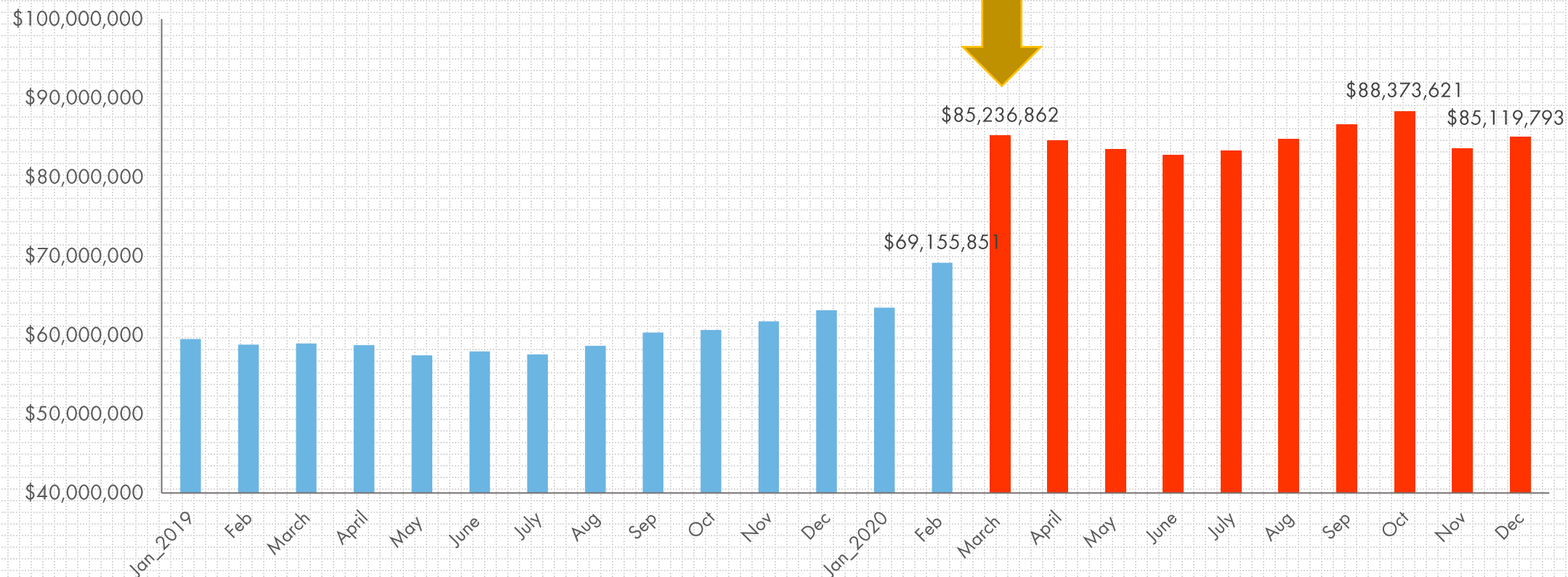
# Client Net Equity Positions (\$Billions)



Source: IIROC Monthly Financial Reports, IIAC Compiled

# Client Cash Balances\*

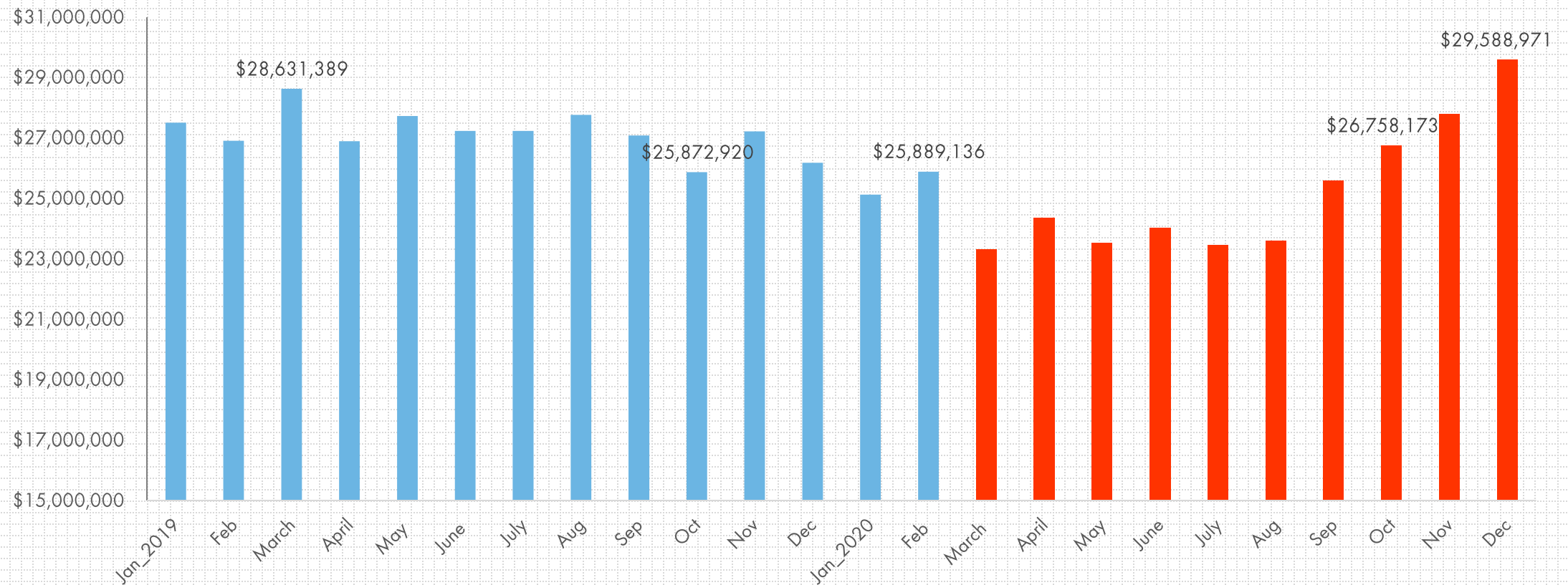
(in \$000s)



Source: IIROC Monthly Financial Reports, IIAC Compiled

\* Includes client free-credits in Cash and Margin Accounts Only

# Customer Margin Borrowing (in \$000s)



Source: IIROC Monthly Financial Reports, IIAC Compiled

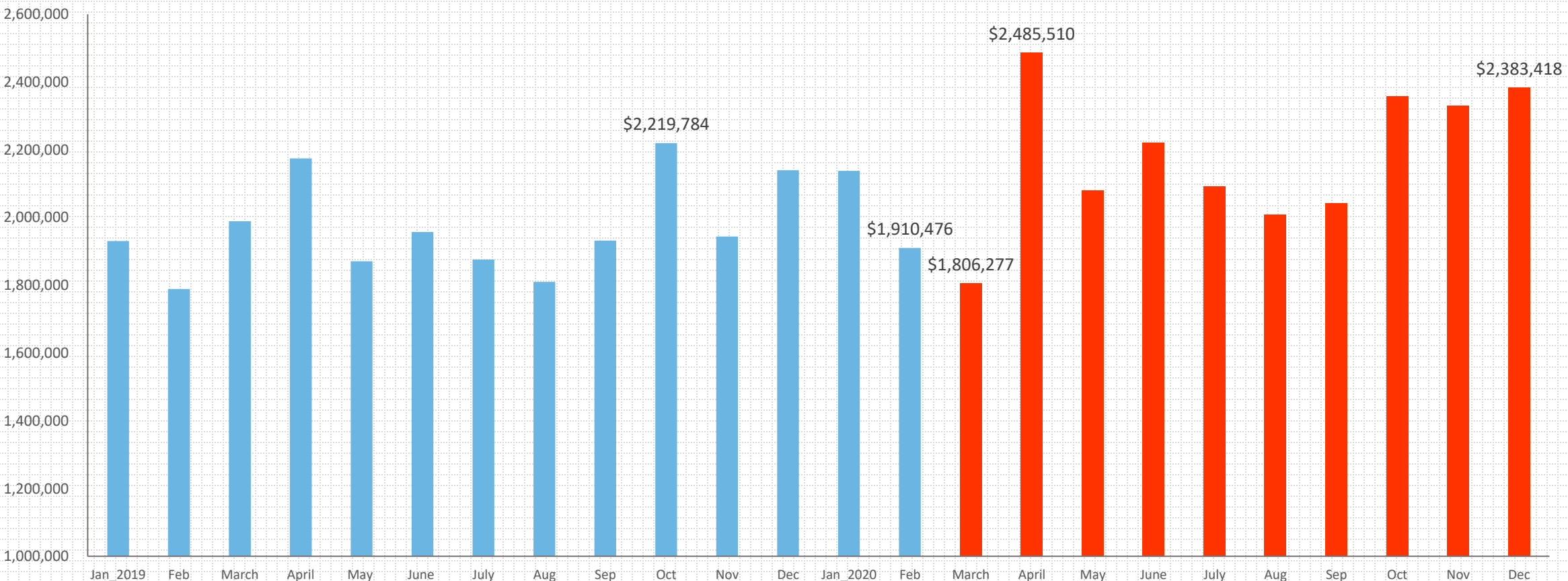
# Total Industry Operating Revenues

(in \$000s)

## ANNUAL TOTALS

**2019: \$23,632,313**

**2020: \$25,851,259**



# Commission Revenues\*

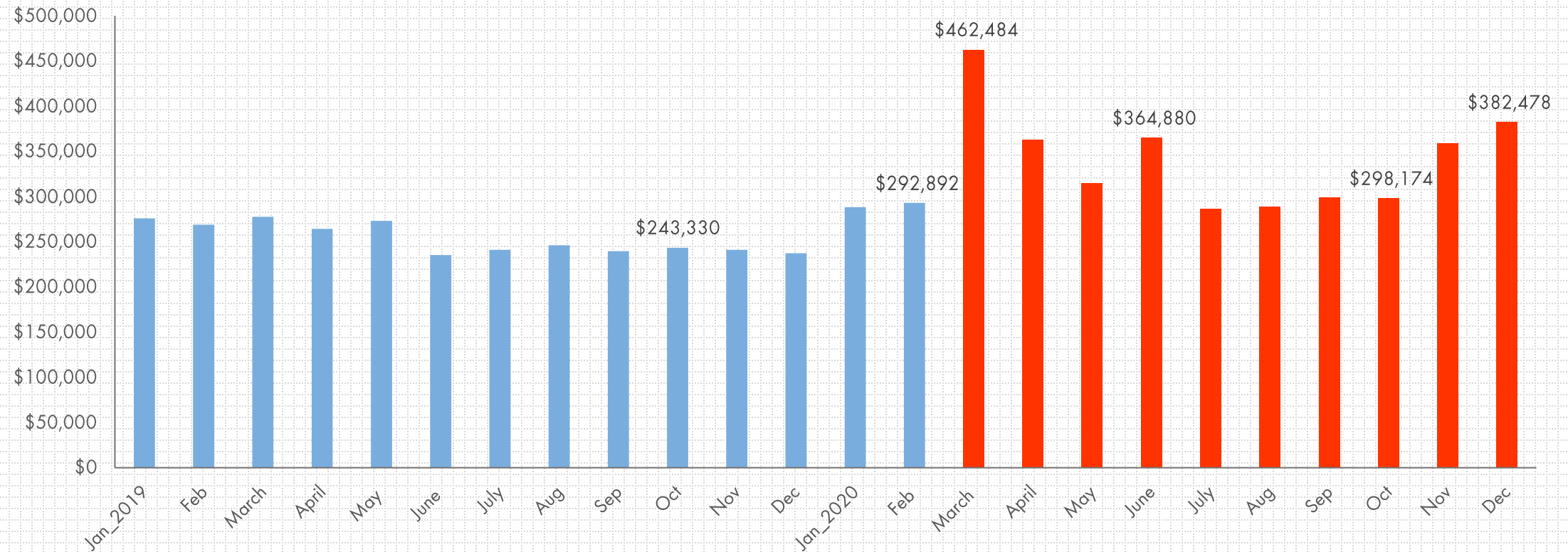
(in \$000s)

+ 58%

## ANNUAL TOTALS

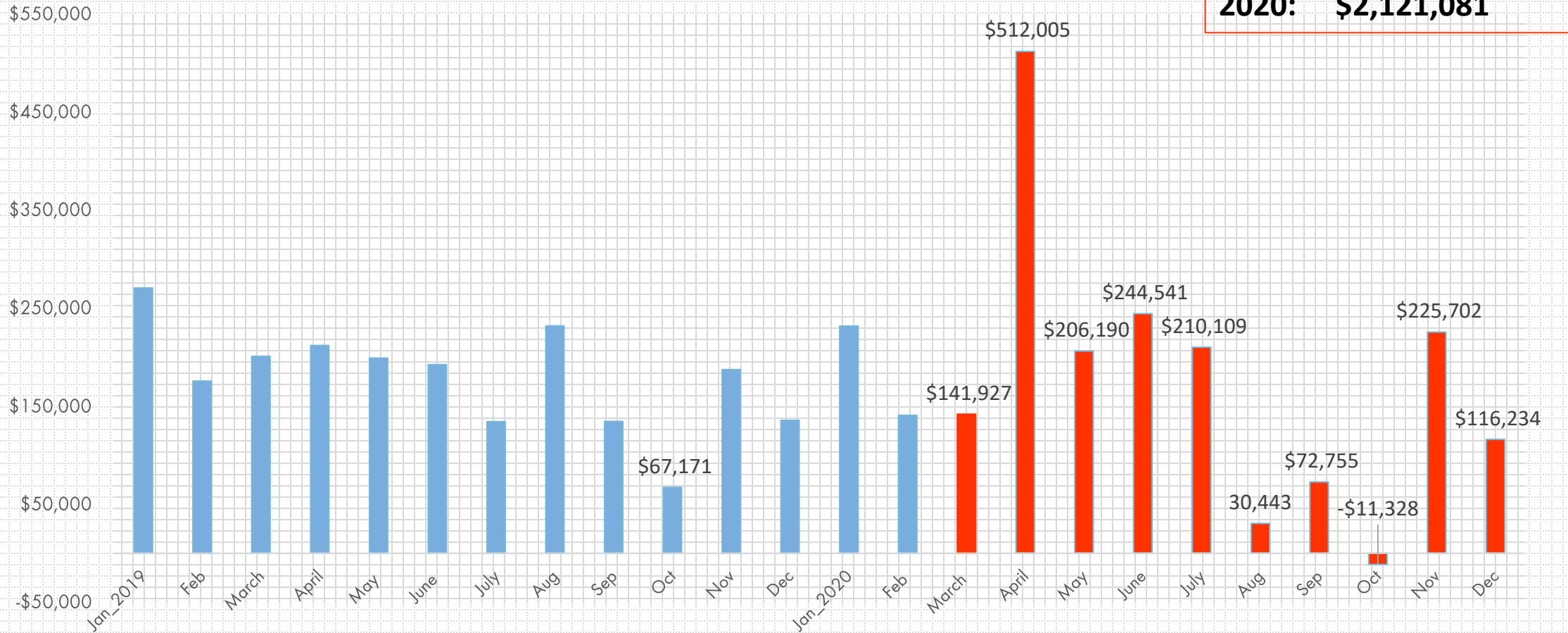
**2019: \$3,042,570**

**2020: \$4,001,046**



Source: IIROC Monthly Financial Reports, IIAC Compiled  
\* excludes commissions from mutual funds

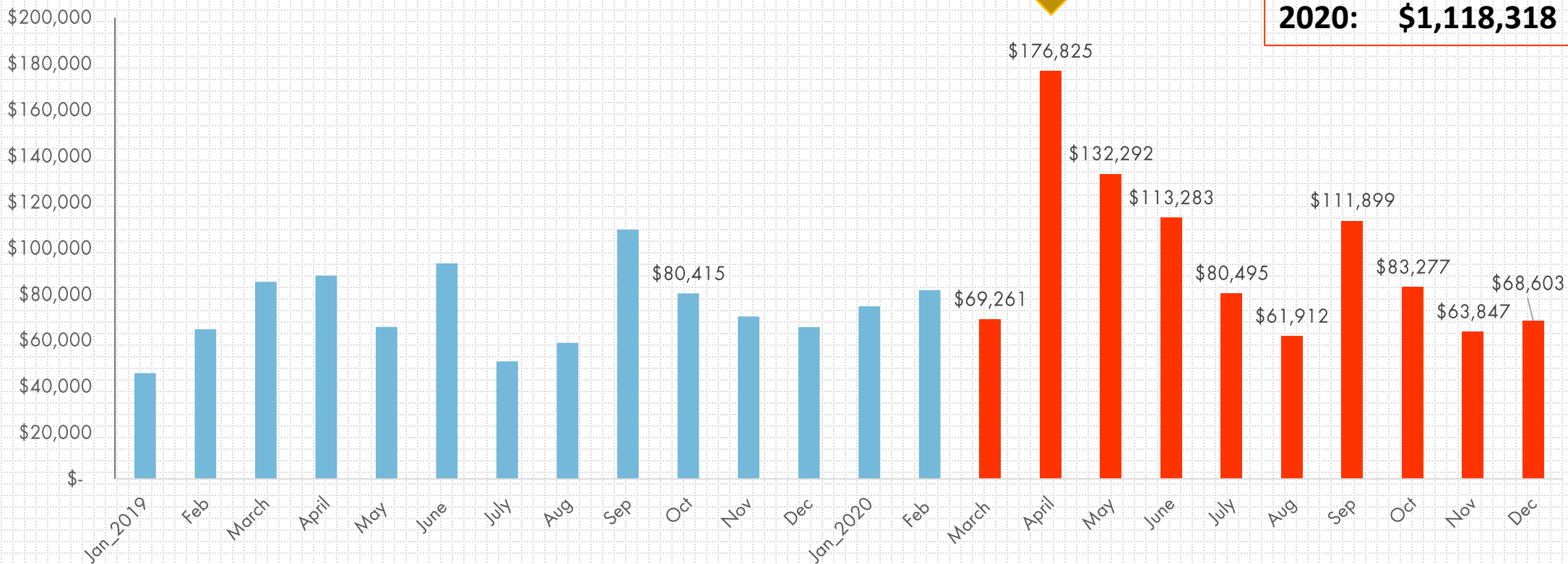
# Fixed-Income Trading Revenues (in \$000s)



Source: IIROC Monthly Financial Reports, IIAC Compiled



# Debt Underwriting Revenues (\$000's)



ANNUAL TOTALS	
2019:	\$878,507
2020:	\$1,118,318

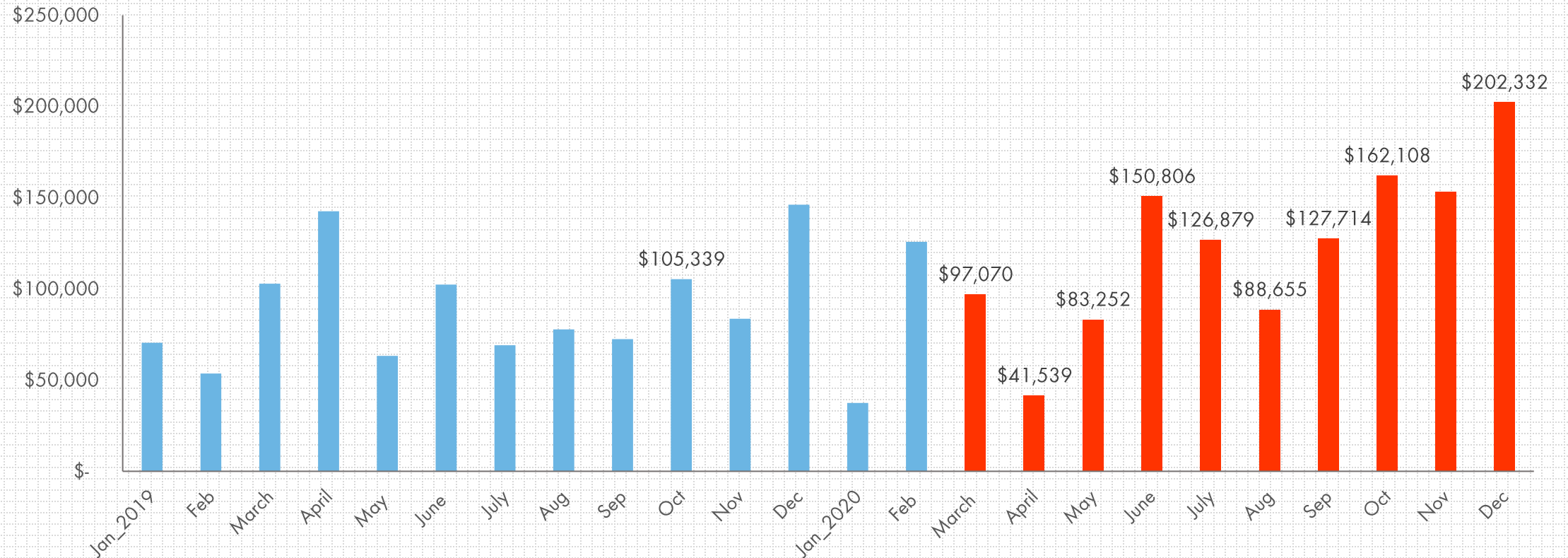
Source: IIROC Monthly Financial Reports, IIAC Compiled

# Equity Underwriting Revenues (\$'000s)

## ANNUAL TOTALS

**2019: \$1,089,790**

**2020: \$1,396,729**



Source: IIROC Monthly Financial Reports, IIAC Compiled

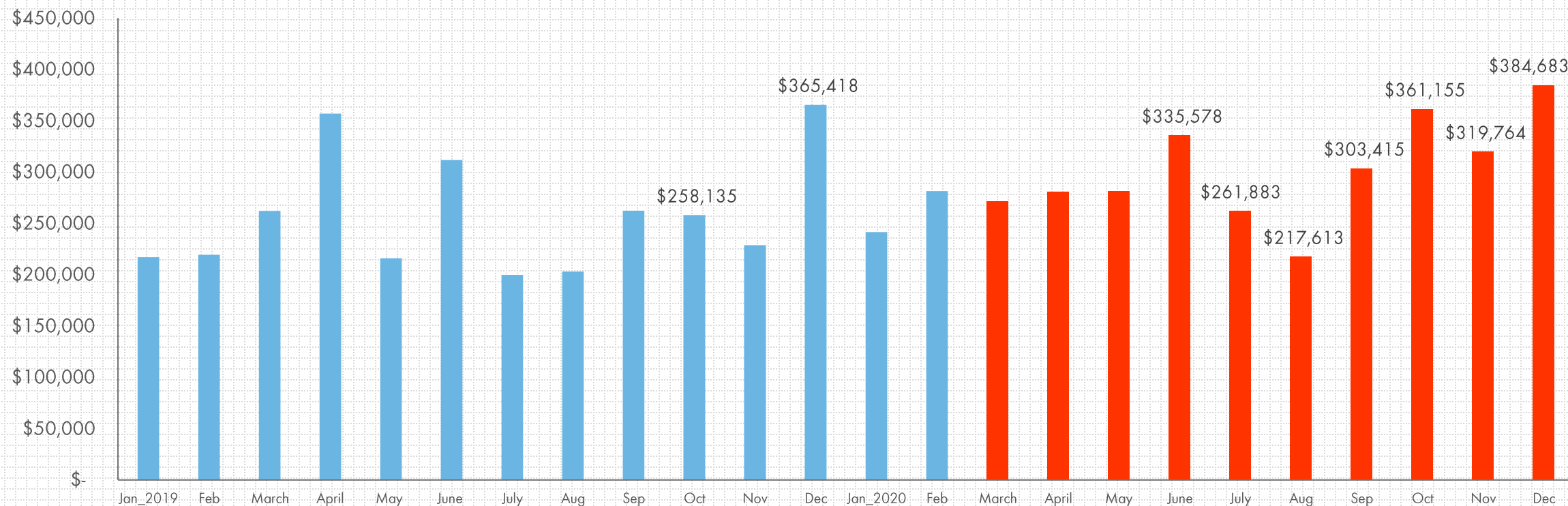
# Investment Banking Revenues\*

(\$000s)

## ANNUAL TOTALS

**2019: \$3,100,508**

**2020: \$3,540,547**



Source: IIROC Monthly Financial Reports, IIAC Compiled

\* comprised of underwriting and corporate advisory revenues

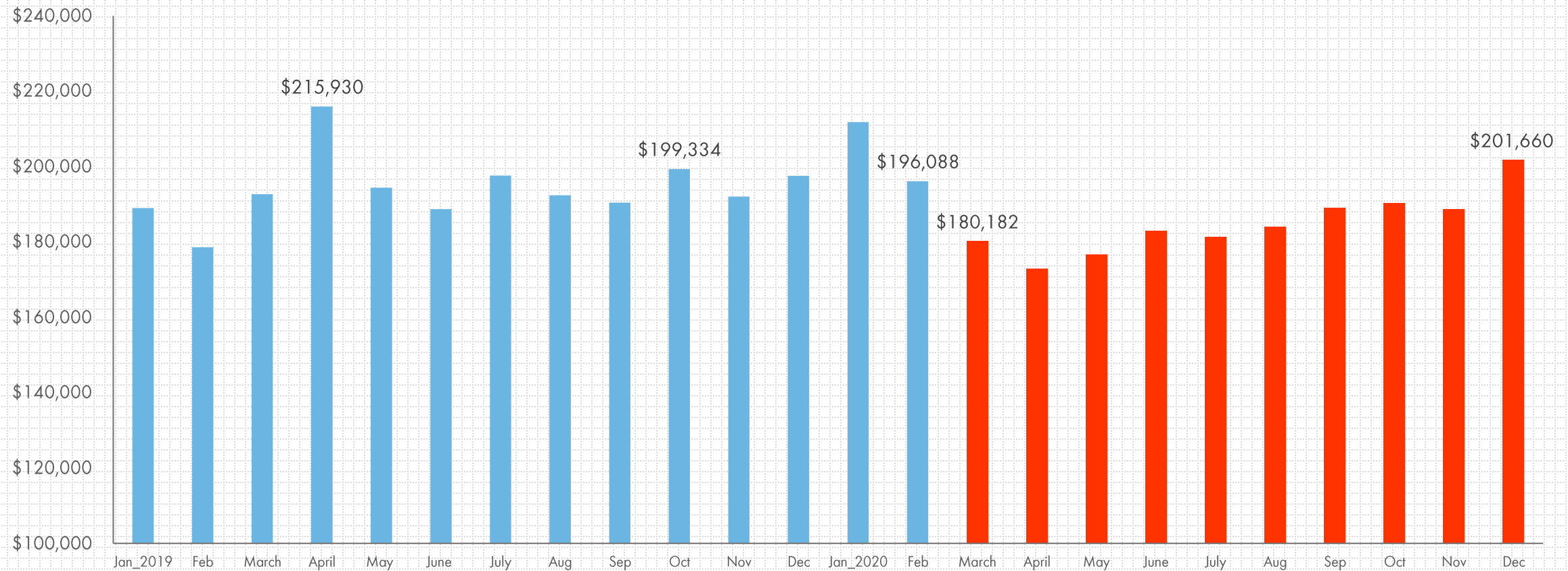
# Mutual Fund Revenues

(in \$000s)

## ANNUAL TOTALS

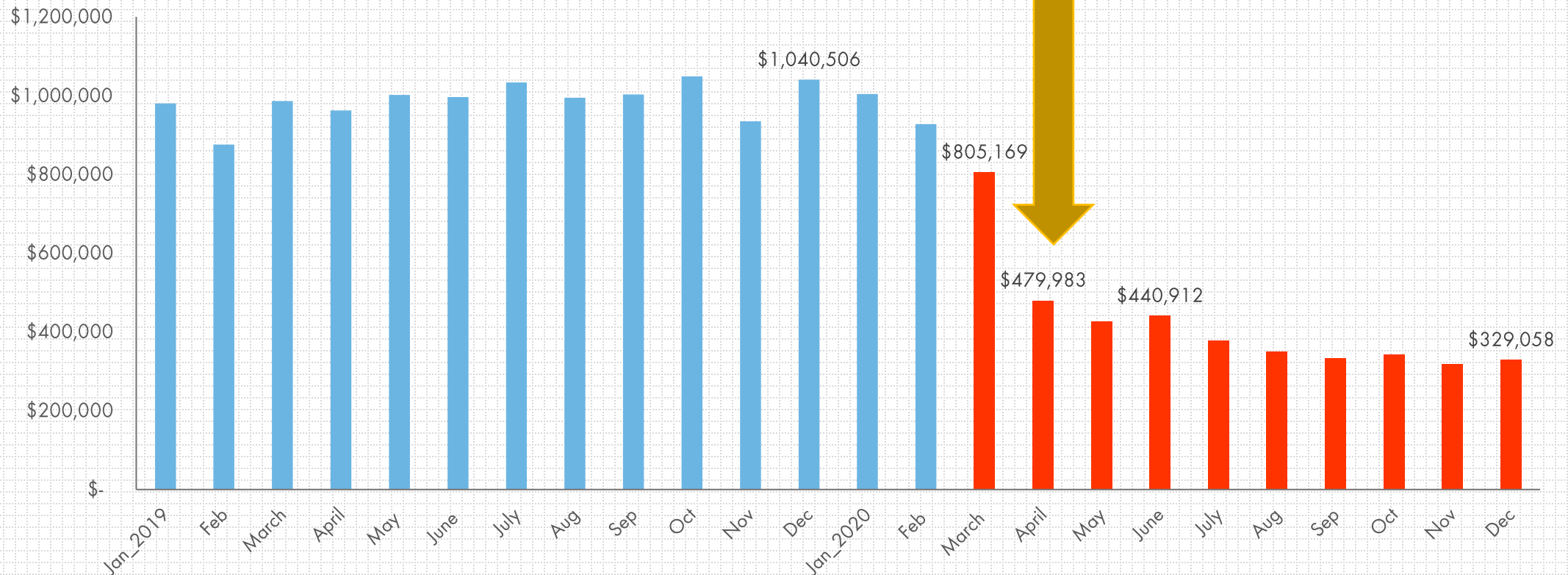
**2019: \$2,328,489**

**2020: \$2,255,128**



Source: IIROC Monthly Financial Reports, IIAC Compiled

# Interest Revenues (in \$000's)



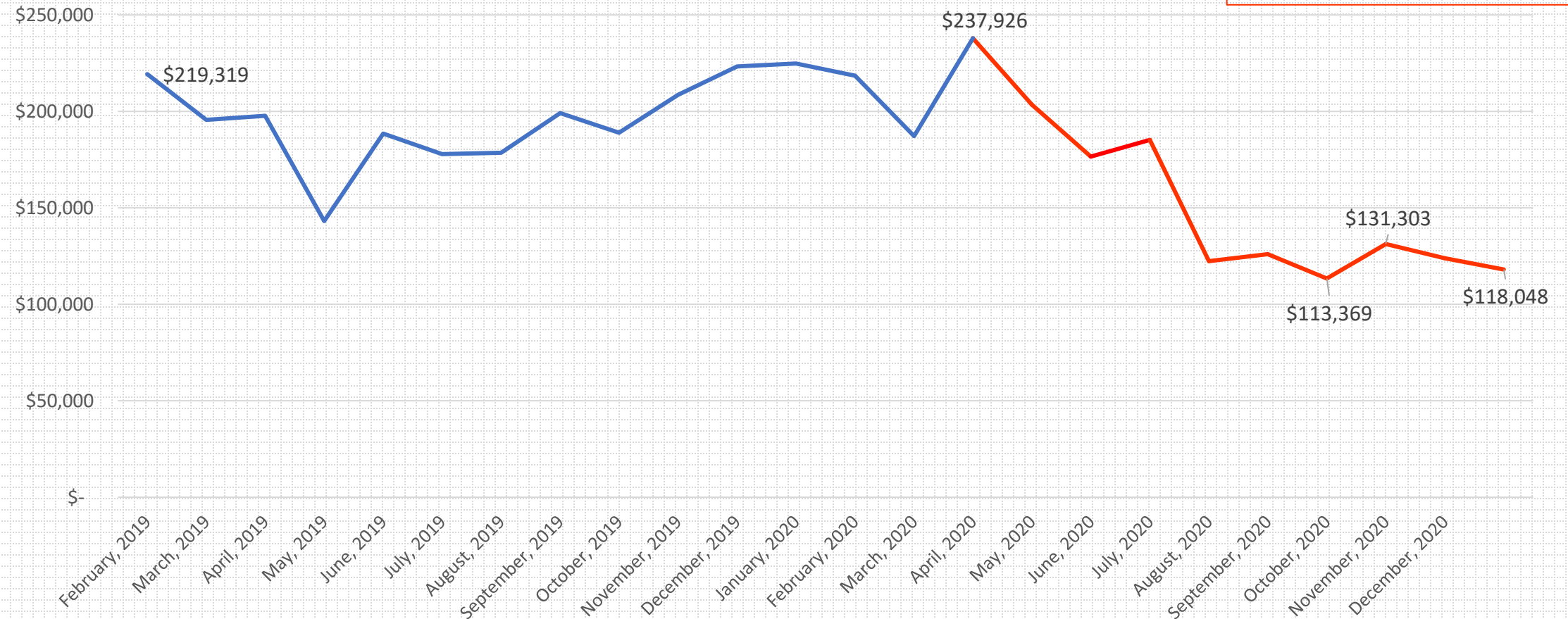
Source: IIROC Monthly Financial Reports, IIAC Compiled

# Net Interest Revenues\* (\$'000s)

## ANNUAL TOTALS

**2019: \$2,345,472**

**2020: \$1,943,866**



\* Calculated as interest revenues less financing costs

Source: IIROC Monthly Financial Reports, IIAC Compiled

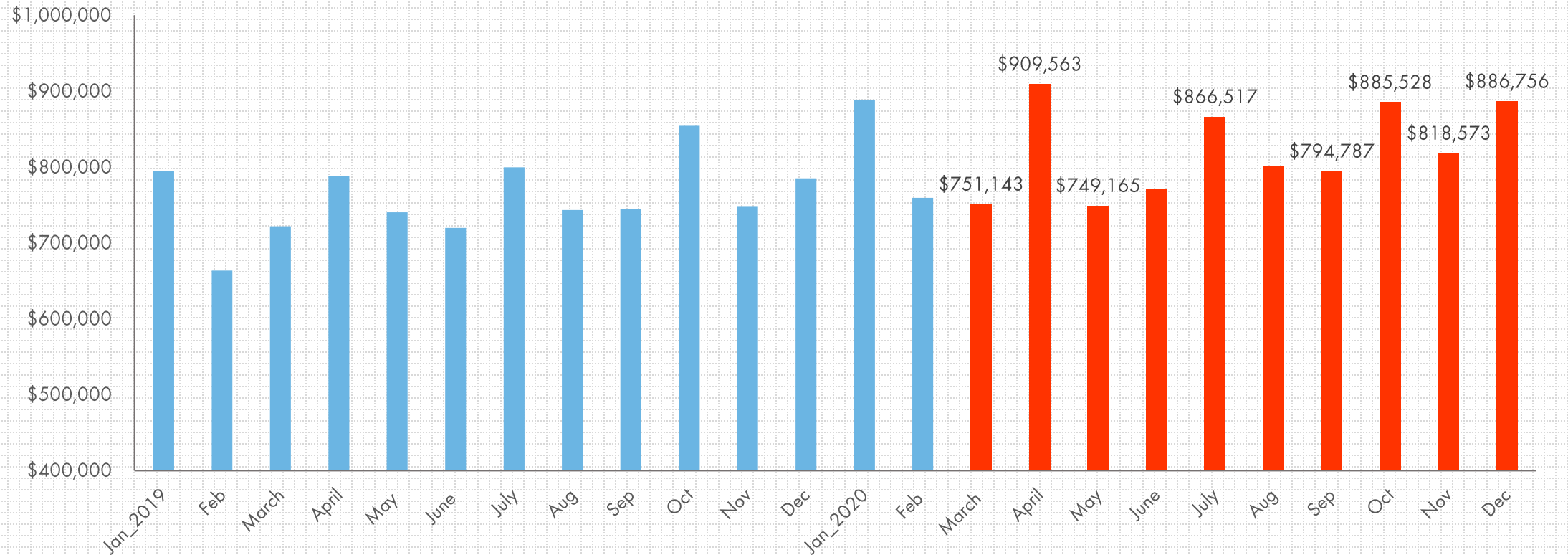
# Fee revenues\*

(in \$000s)

## ANNUAL TOTALS

**2019: \$9,104,422**

**2020: \$9,882,182**



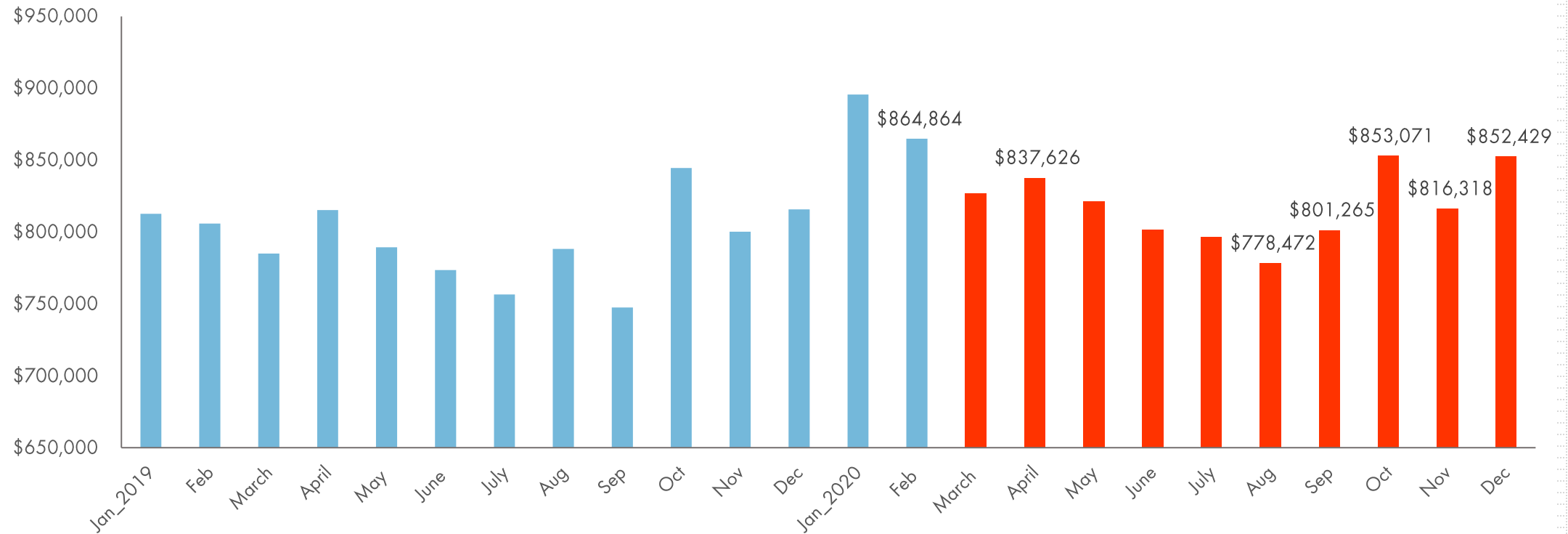
Source: IIROC Monthly Financial Reports, IIAC Compiled  
\*excludes corporate advisory fees and trailer fees

# Operating Expenses (in \$000s)

## ANNUAL TOTALS

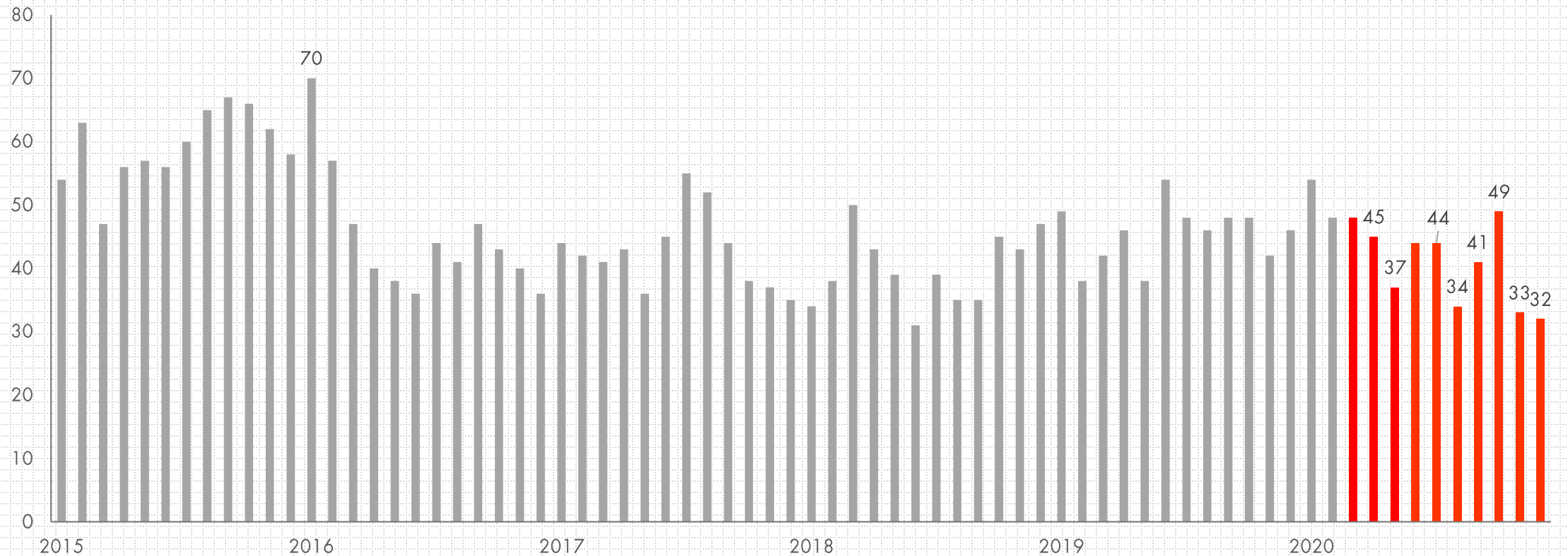
**2019: \$9,534,765**

**2020: \$9,945,798**



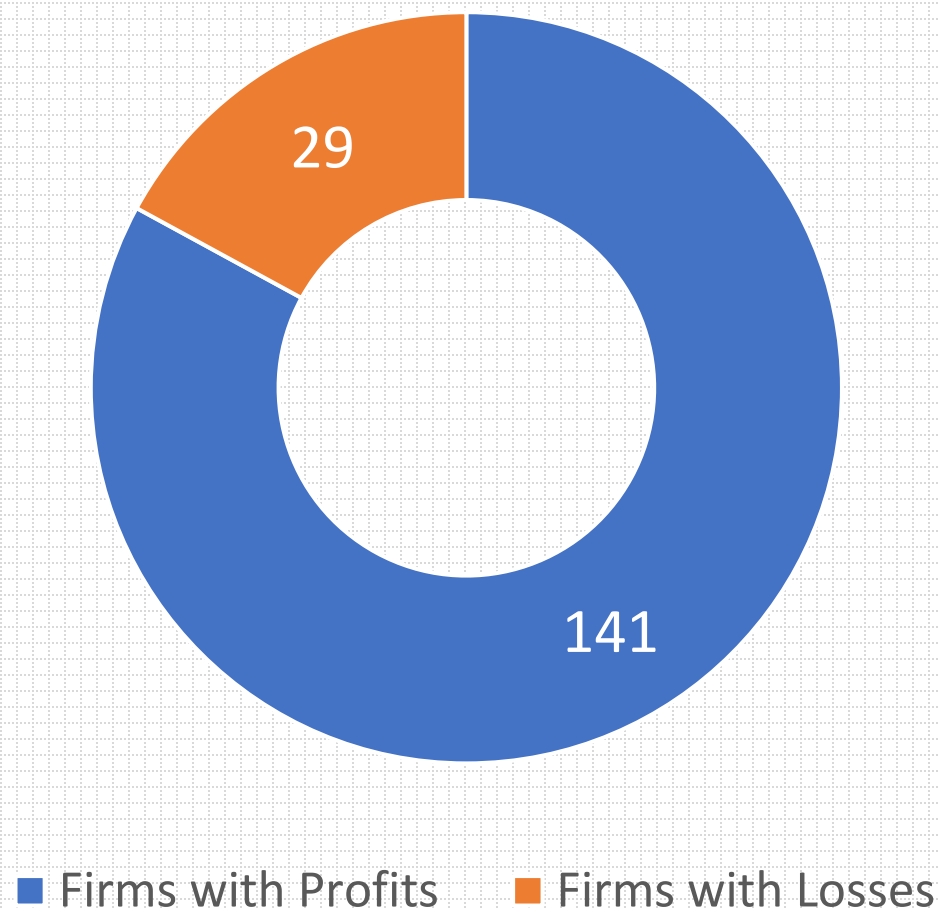


# Number of IIROC Dealers with Losses (Monthly)



Source: IIROC Monthly Financial Reports, IIAC Compiled

# Number of IIROC Dealers with Profits and Losses (Year-to-Date as at December 31, 2020)





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