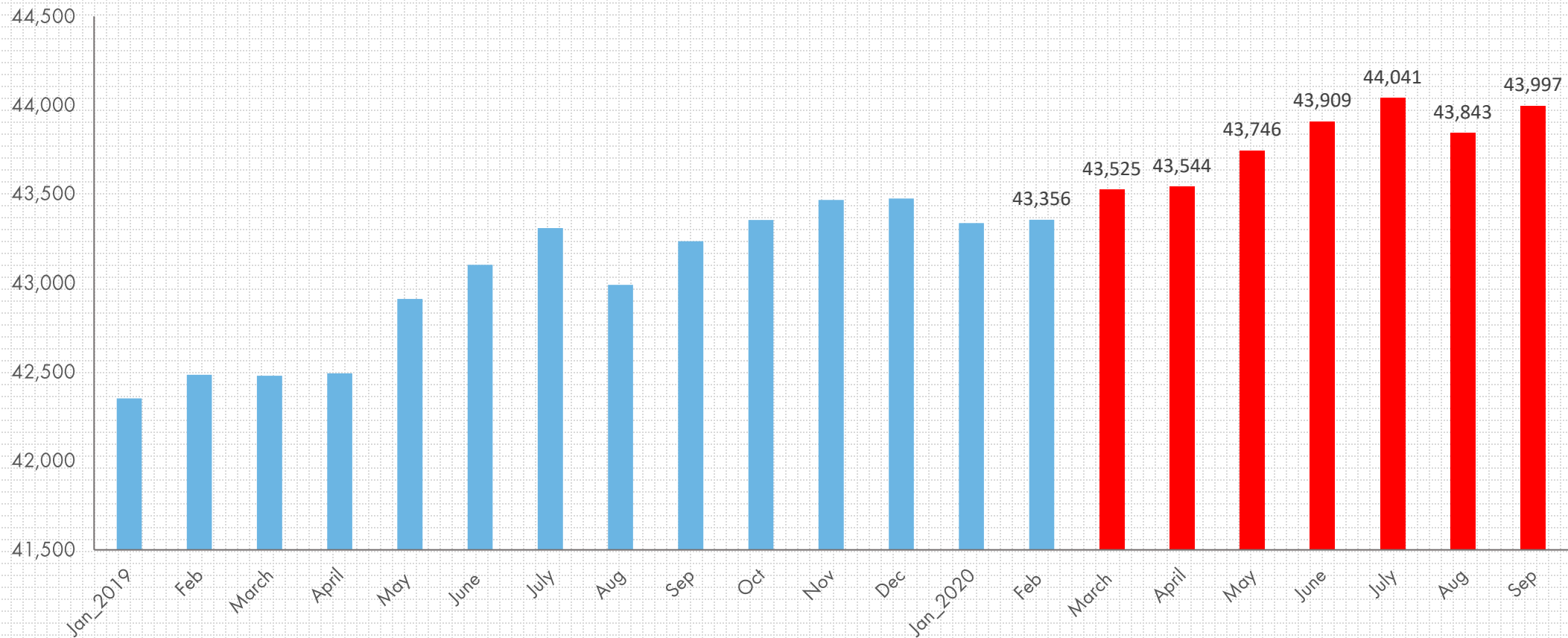




Industry Performance During the COVID Period

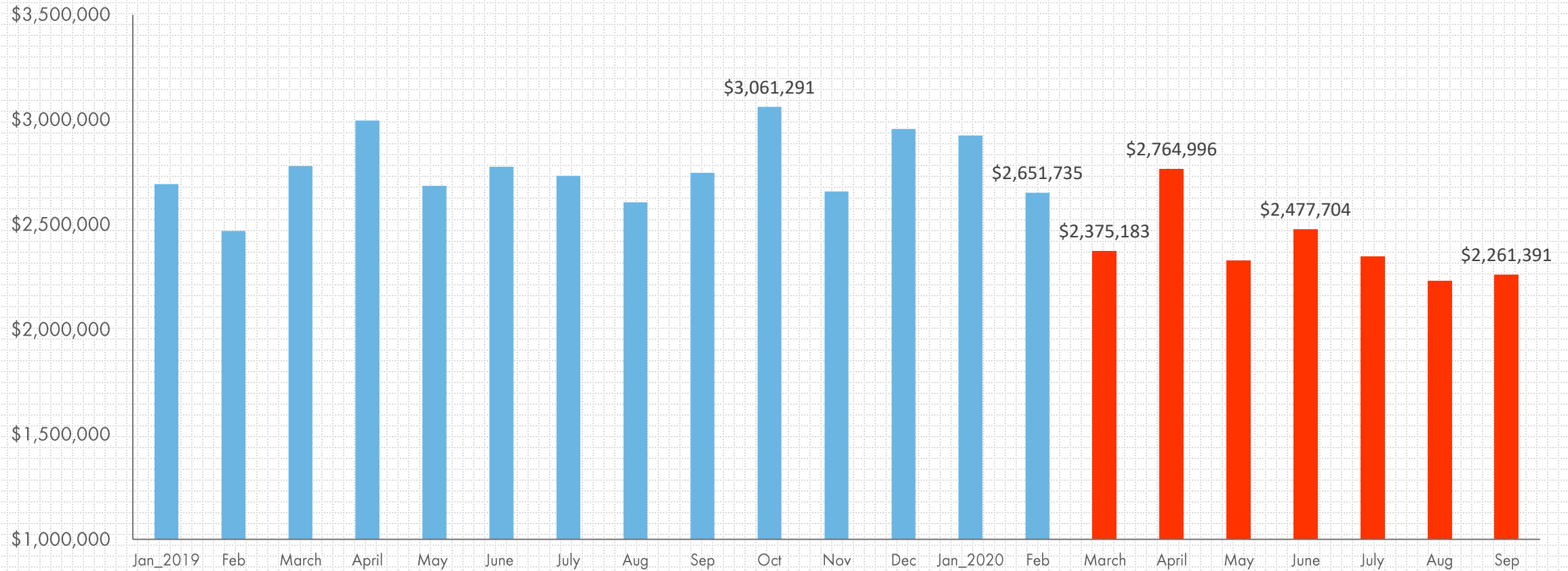
For the Period Ending September 30, 2020

Industry Employment 2019-September 2020

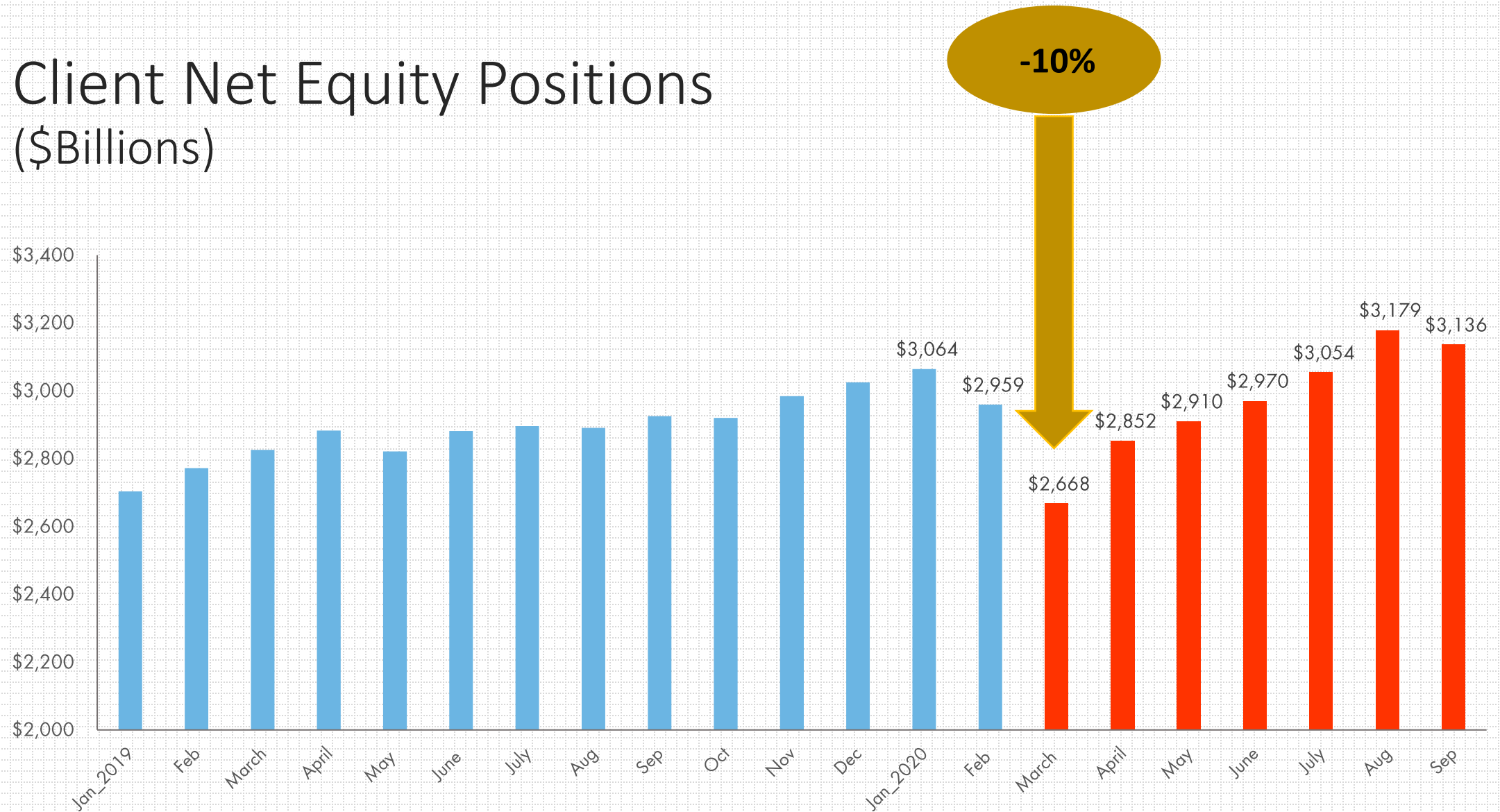


Source: IIROC Monthly Financial Reports, IIAC Compiled

Total Industry Revenues (in \$000s)



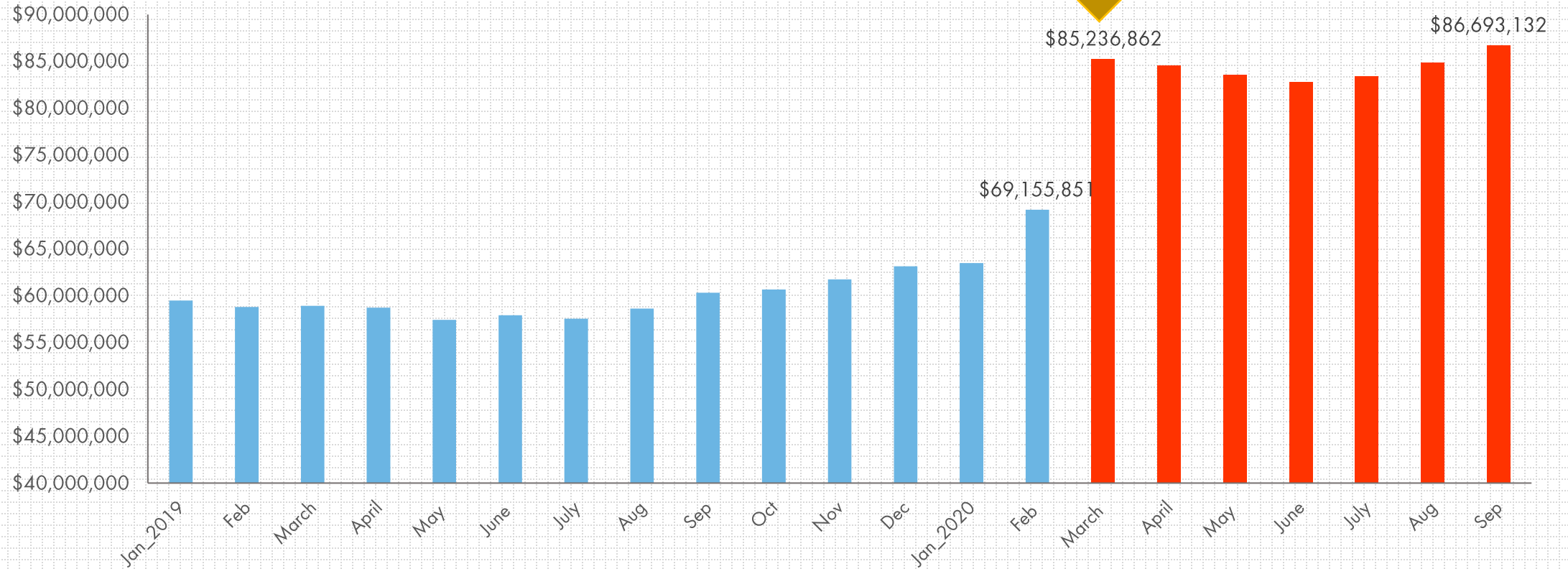
Client Net Equity Positions (\$Billions)



Source: IIROC Monthly Financial Reports, IIAC Compiled

Client Cash Balances*

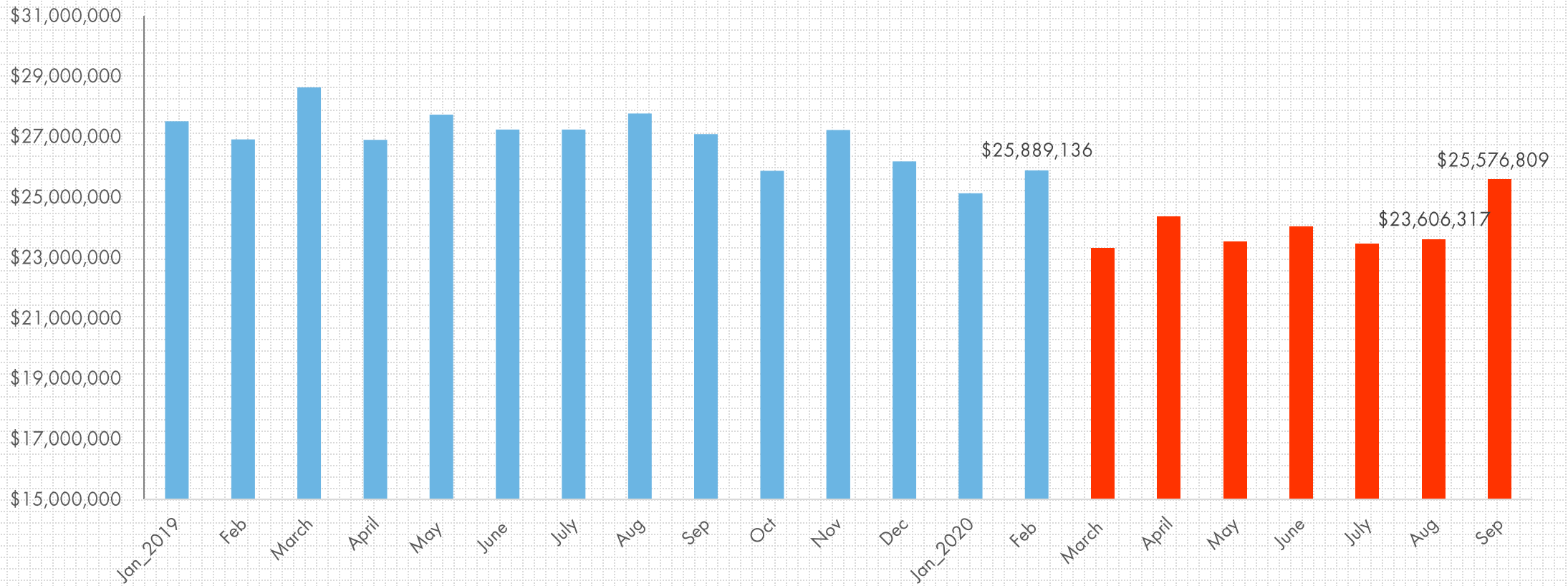
(in \$000s)



Source: IIROC Monthly Financial Reports, IIAC Compiled

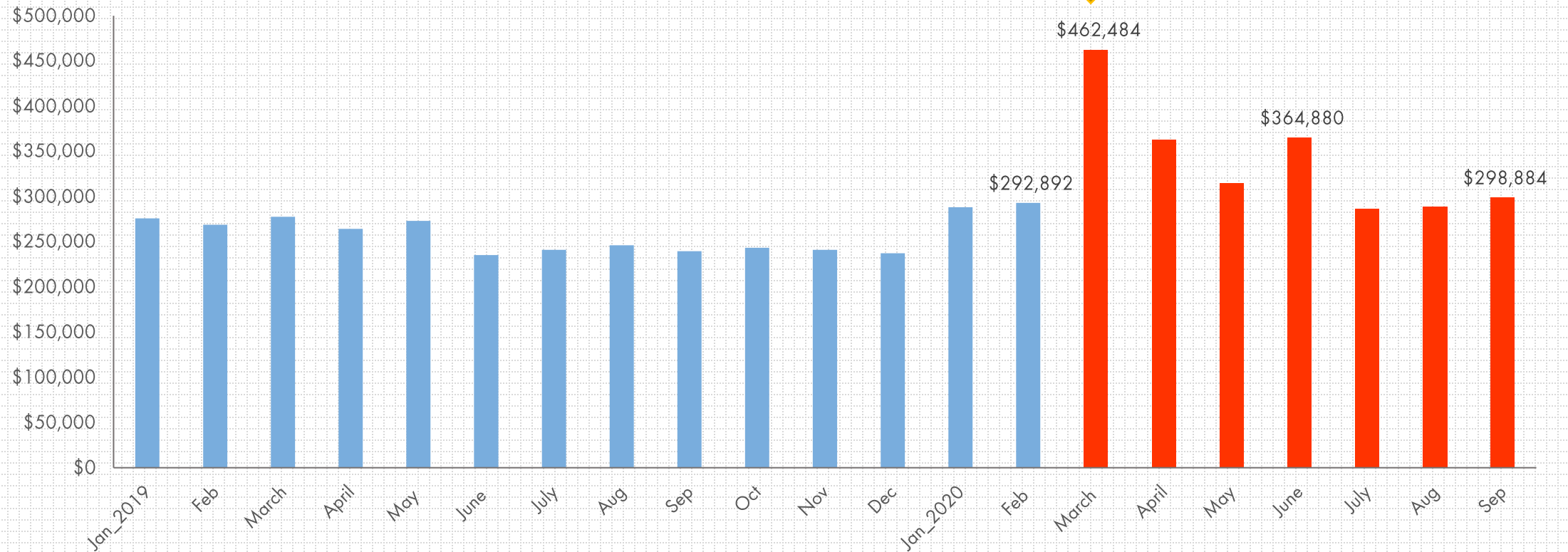
* Includes client free-credits in Cash and Margin Accounts Only

Customer Margin Borrowing (in \$000s)



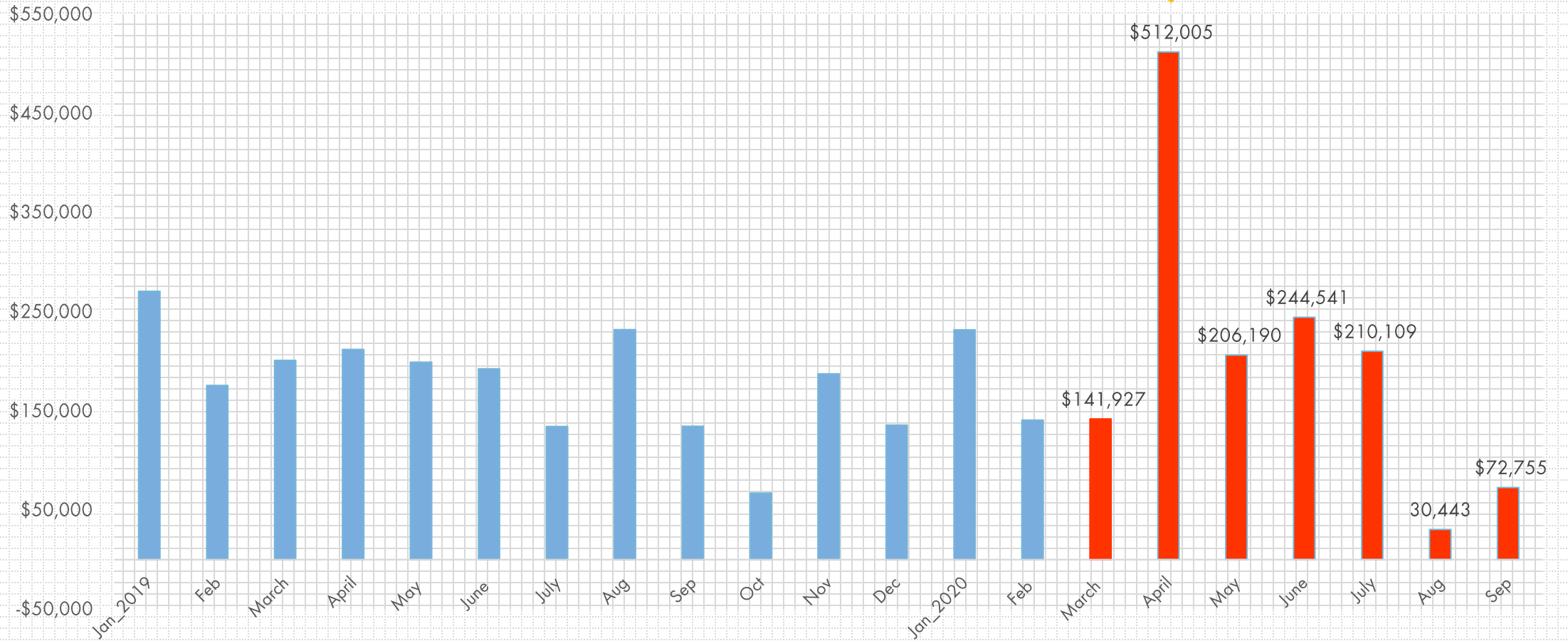
Source: IIROC Monthly Financial Reports, IIAC Compiled

Commission Revenues* (in \$000s)



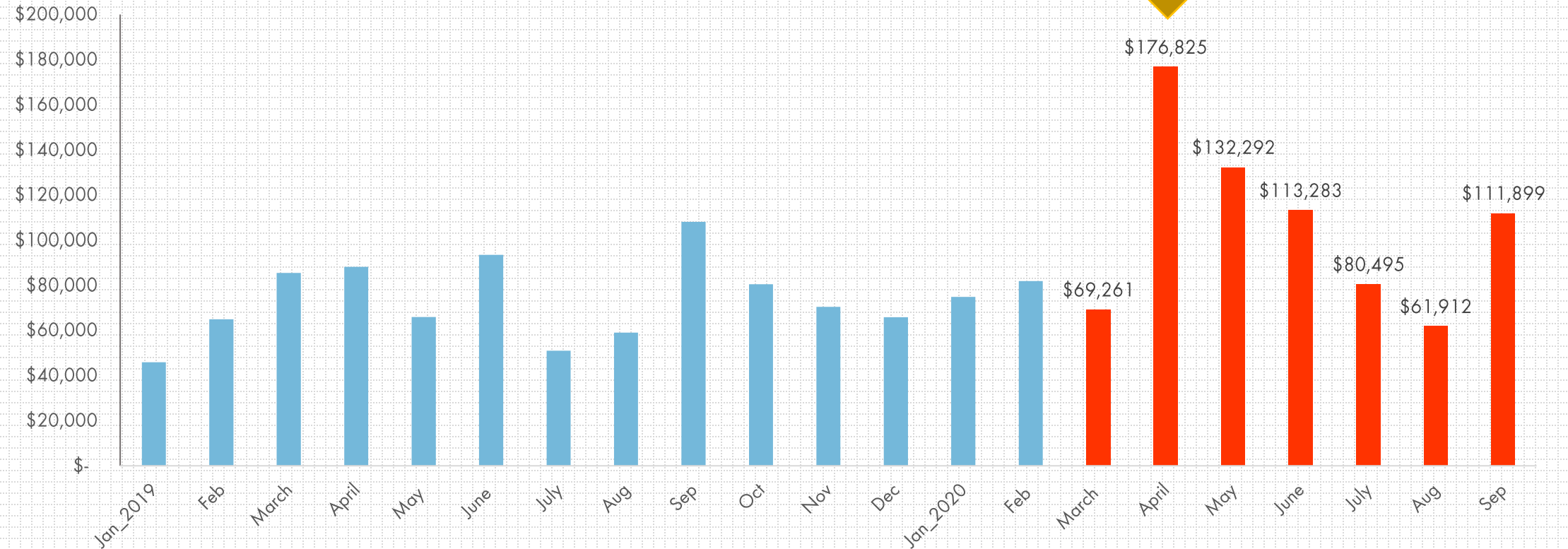
Source: IIROC Monthly Financial Reports, IIAC Compiled
* excludes commissions from mutual funds

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



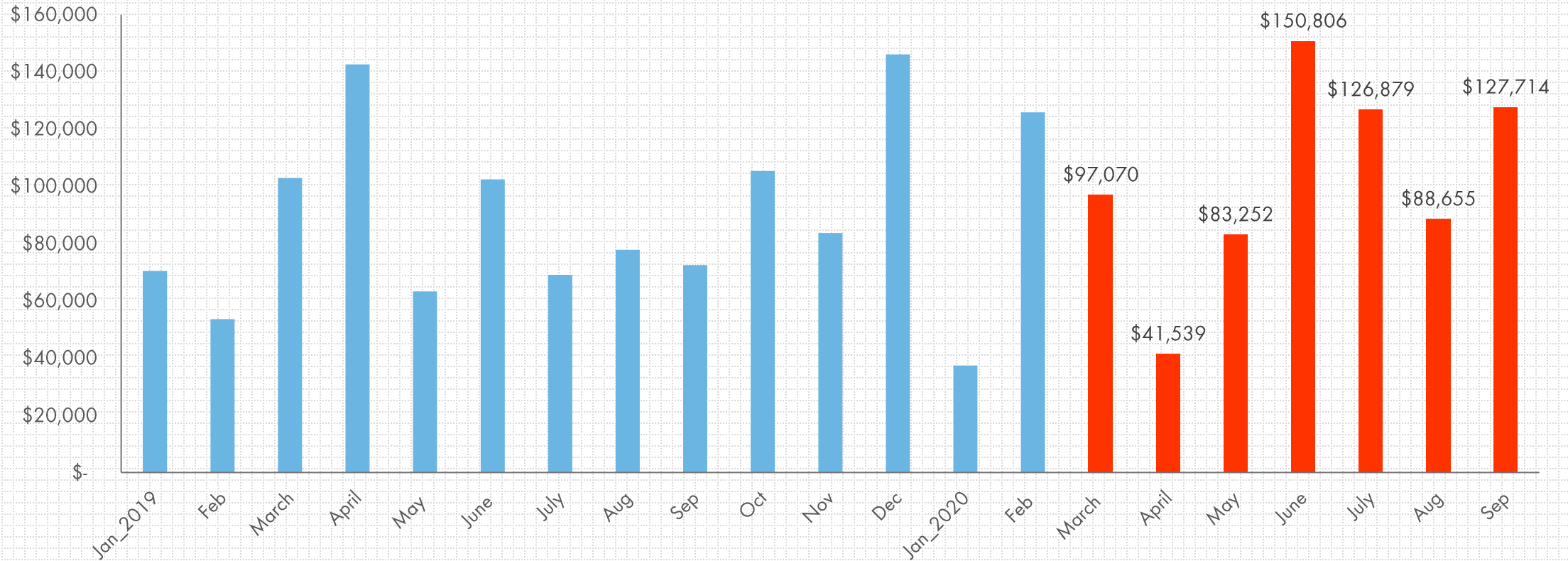
Source: IIROC Monthly Financial Reports, IIAC Compiled

Debt Underwriting Revenues (\$'000's)



Source: IIROC Monthly Financial Reports, IIAC Compiled

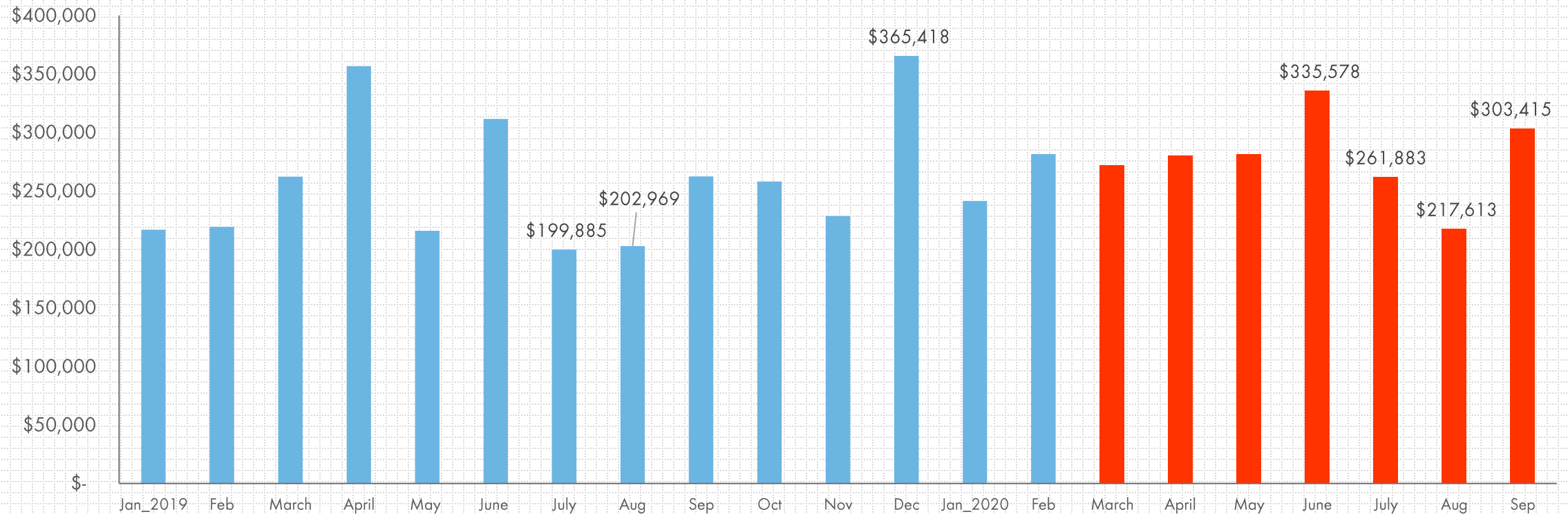
Equity Underwriting Revenues (\$'000s)



Source: IIROC Monthly Financial Reports, IIAC Compiled

Investment Banking Revenues*

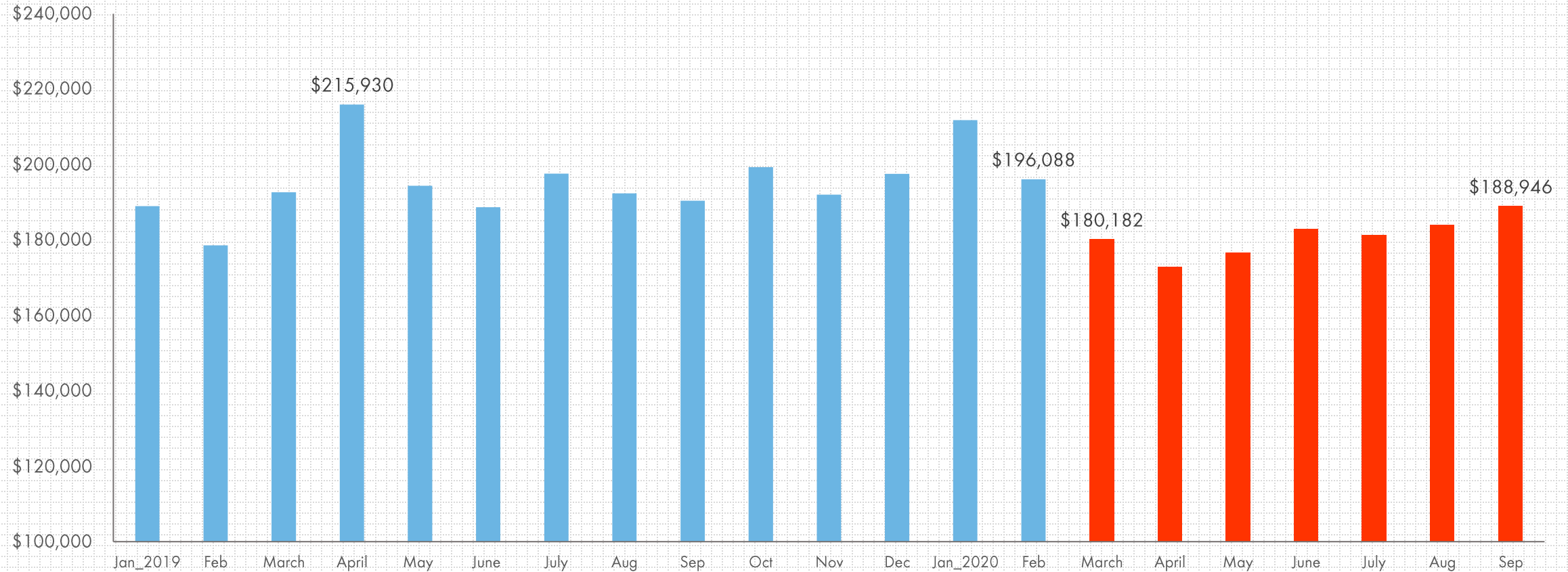
(\$000s)



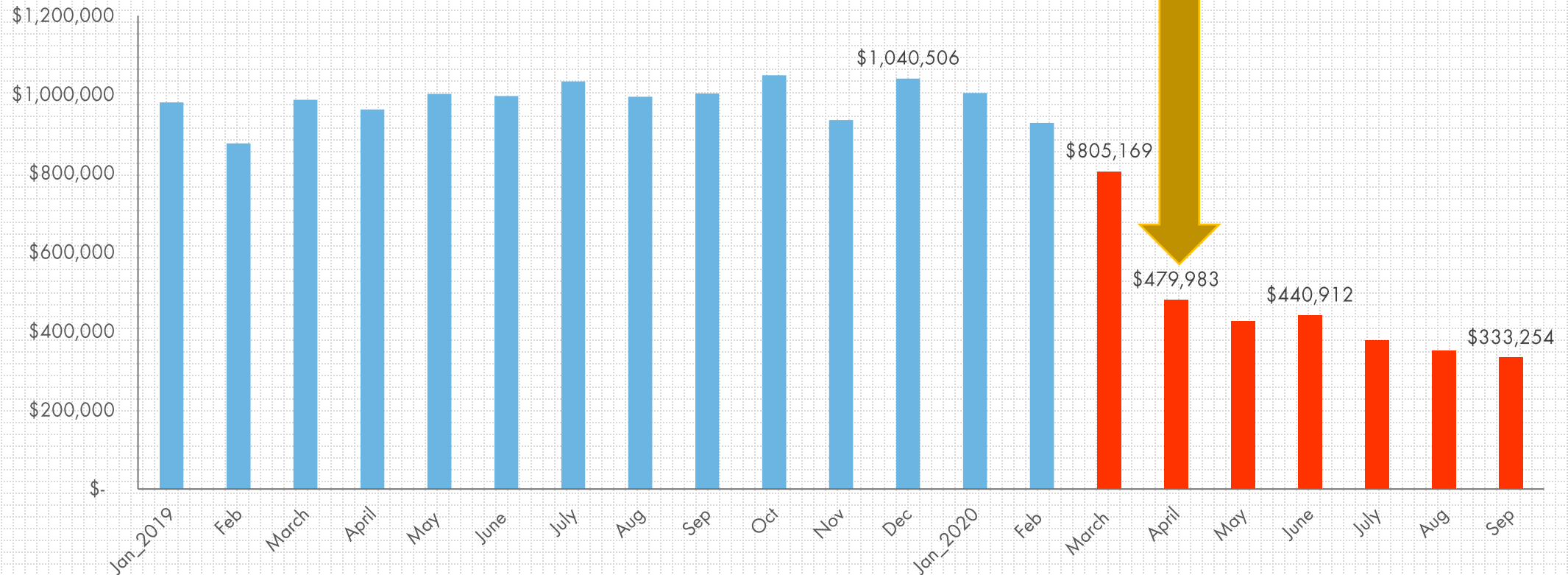
Source: IIROC Monthly Financial Reports, IIAC Compiled

* comprised of underwriting and corporate advisory revenues

Mutual Fund Revenues (in \$000s)

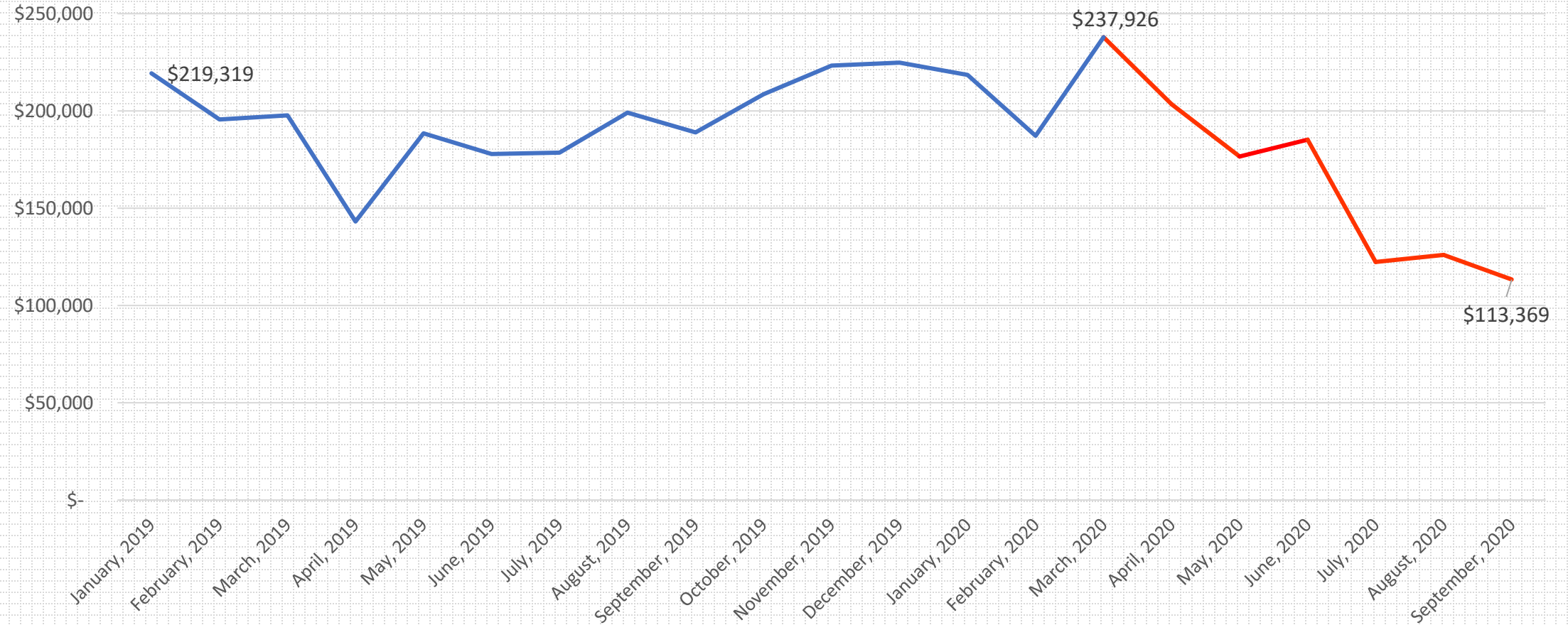


Interest Revenues (in \$000's)



Source: IIROC Monthly Financial Reports, IIAC Compiled

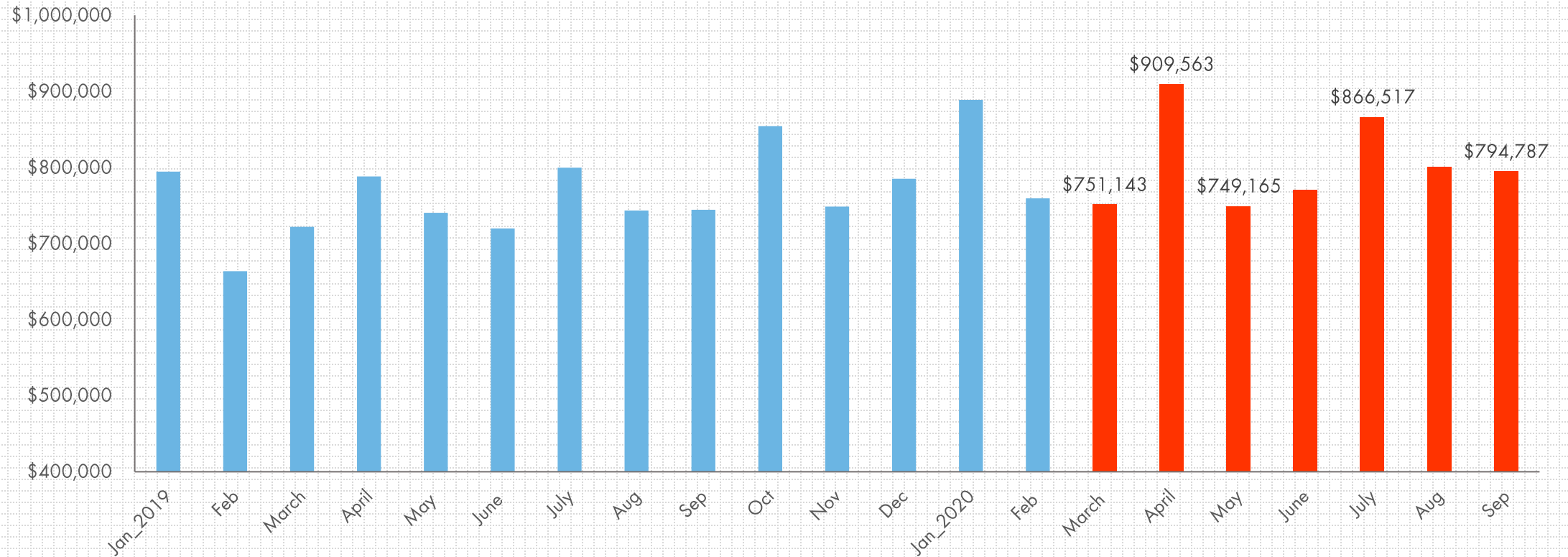
Monthly Net Interest Revenues – Industry Total (\$'000s)



Source: IIROC Monthly Financial Reports, IIAC Compiled

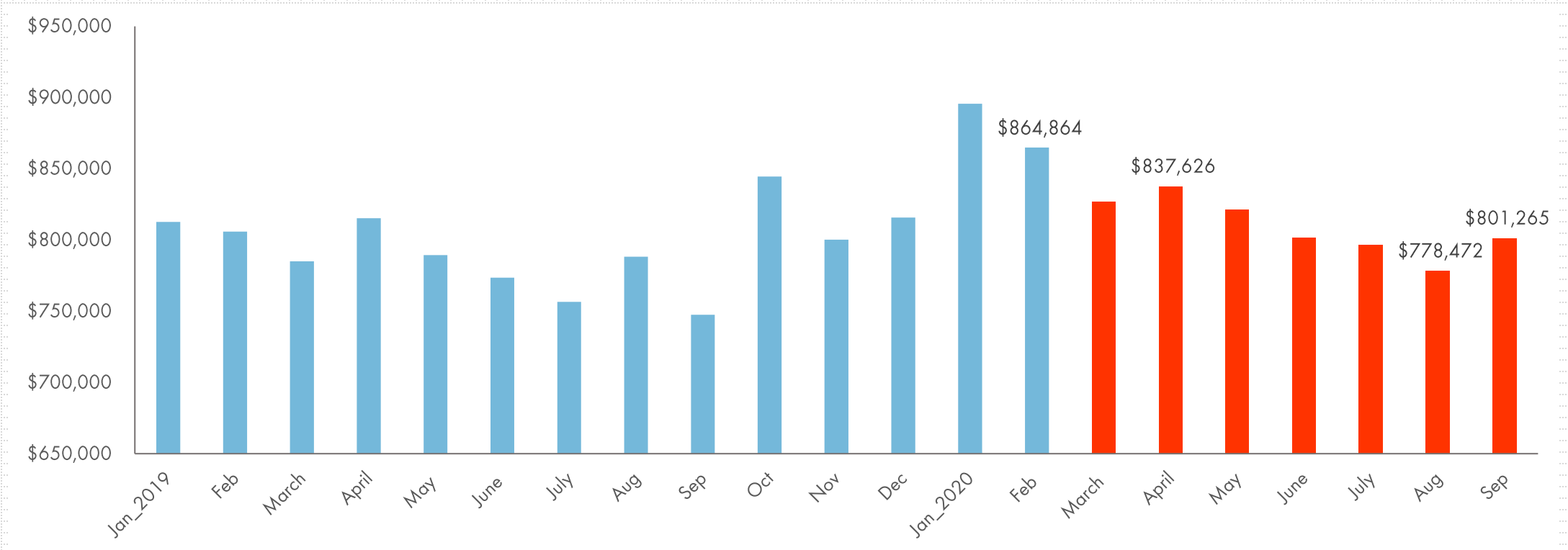
Fee revenues*

(in \$000s)

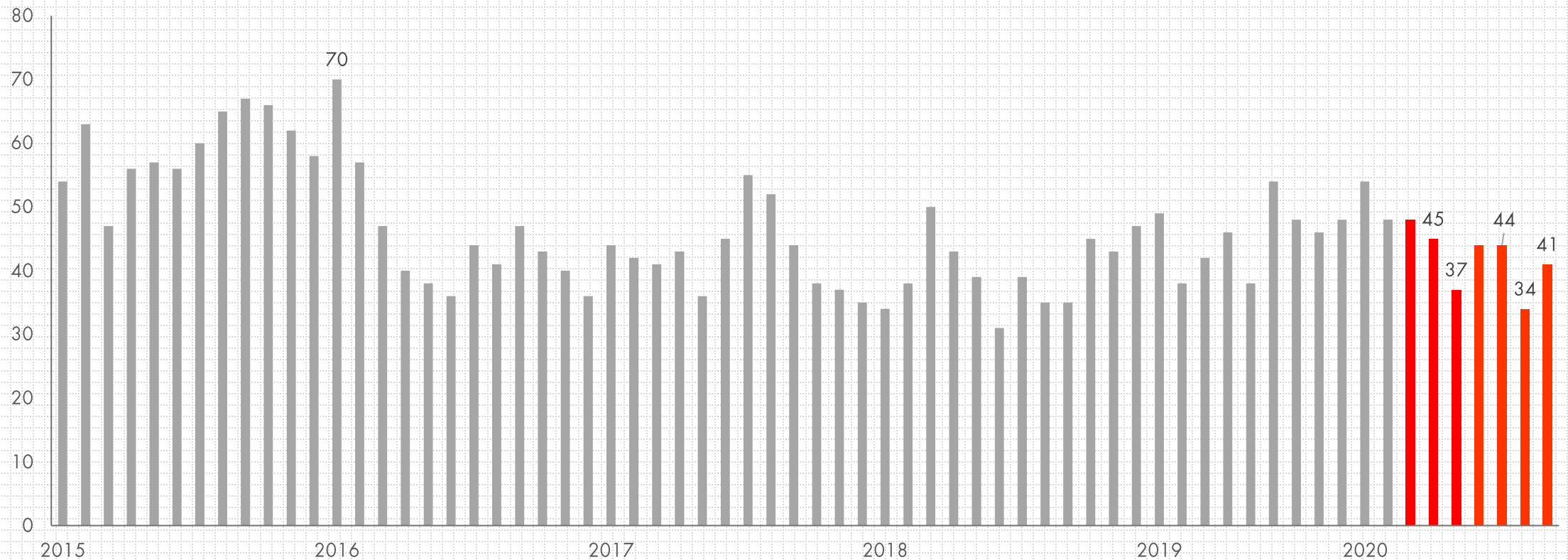


Source: IIROC Monthly Financial Reports, IIAC Compiled
*excludes corporate advisory fees

Operating Expenses (in \$000s)

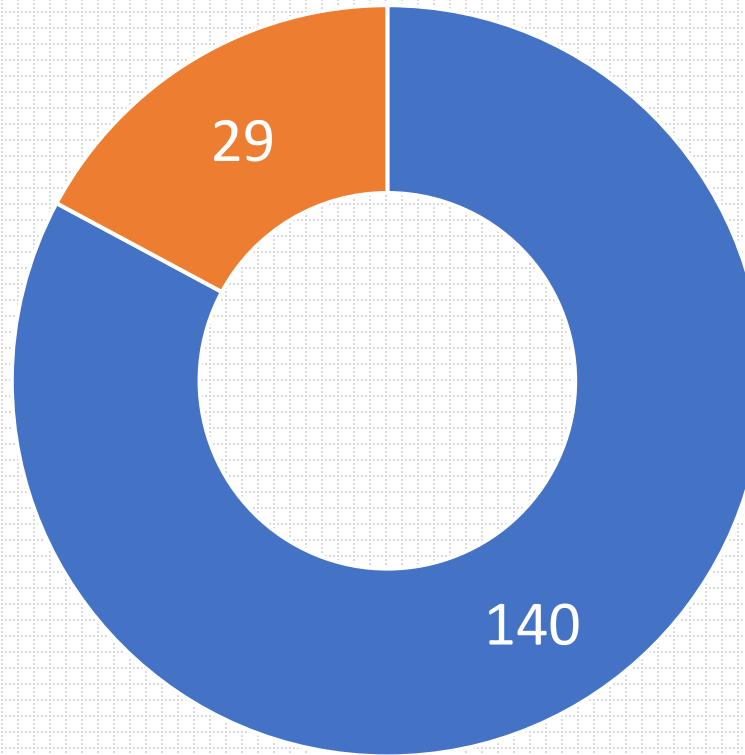


Number of IIROC Dealers with Losses (Monthly)



Source: IIROC Monthly Financial Reports, IIAC Compiled

Number of IIROC Dealers with Profits and Losses (Year-to-Date as at September 30, 2020)



■ Firms with Profits ■ Firms with Losses



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