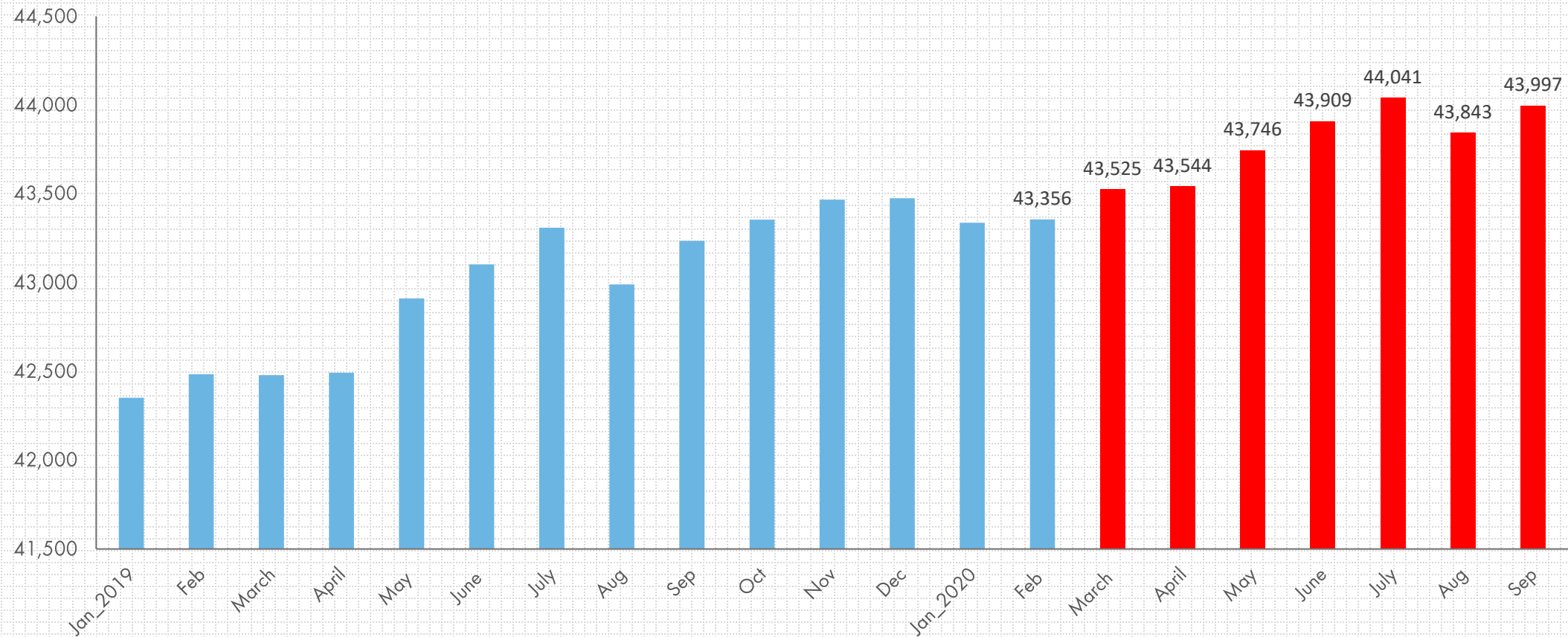




# Industry Performance During the COVID Period

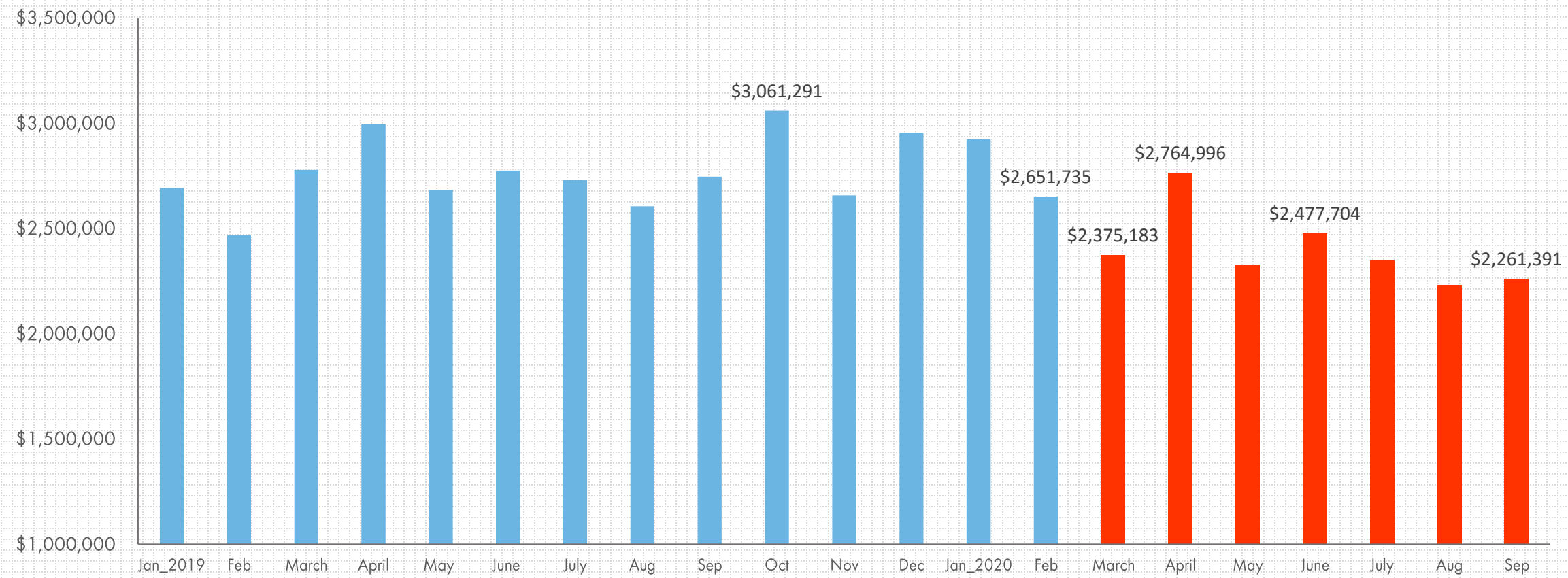
For the Period Ending September 30, 2020

# Industry Employment 2019-September 2020

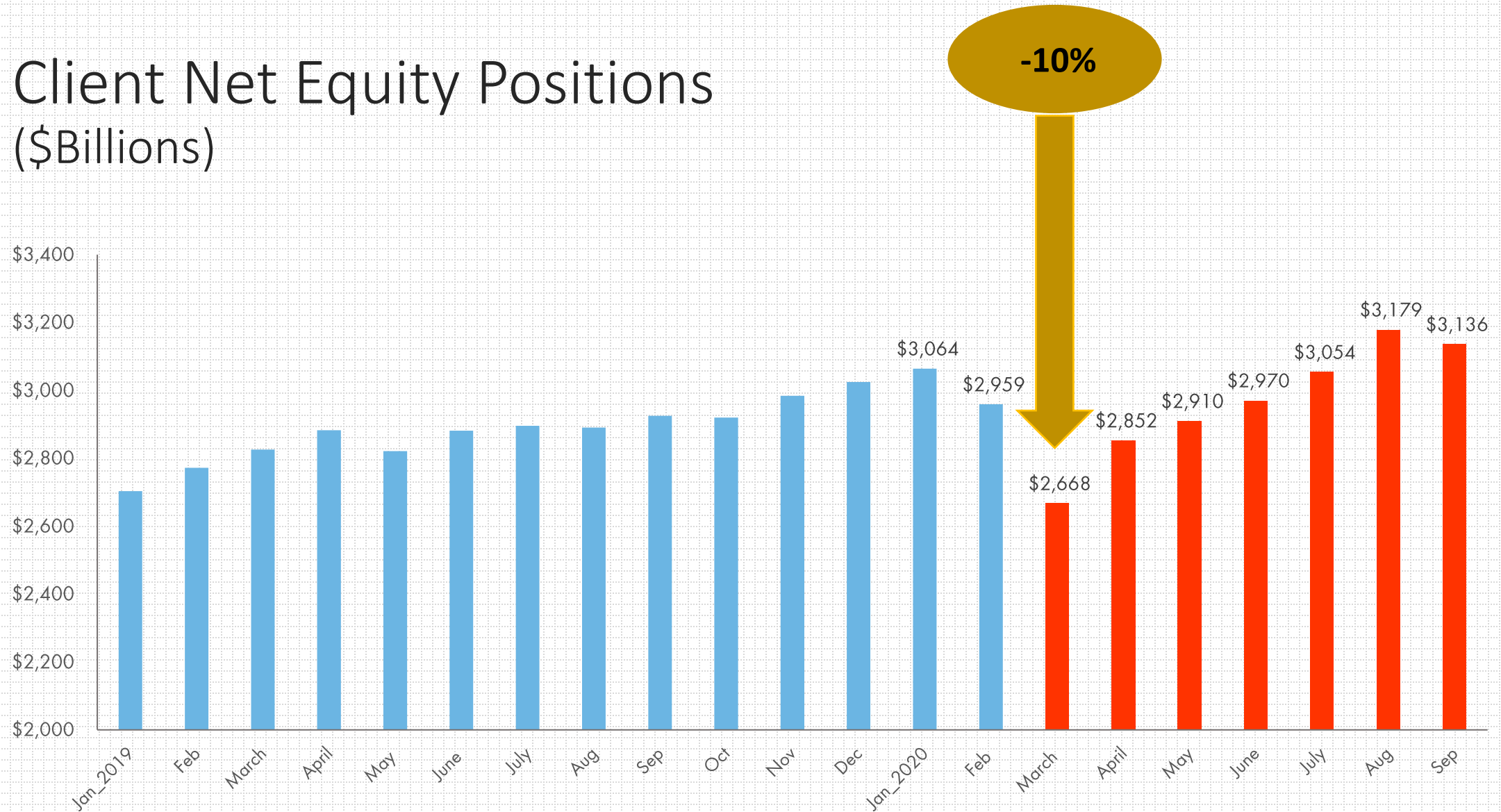


Source: IIROC Monthly Financial Reports, IIAC Compiled

# Total Industry Revenues (in \$000s)



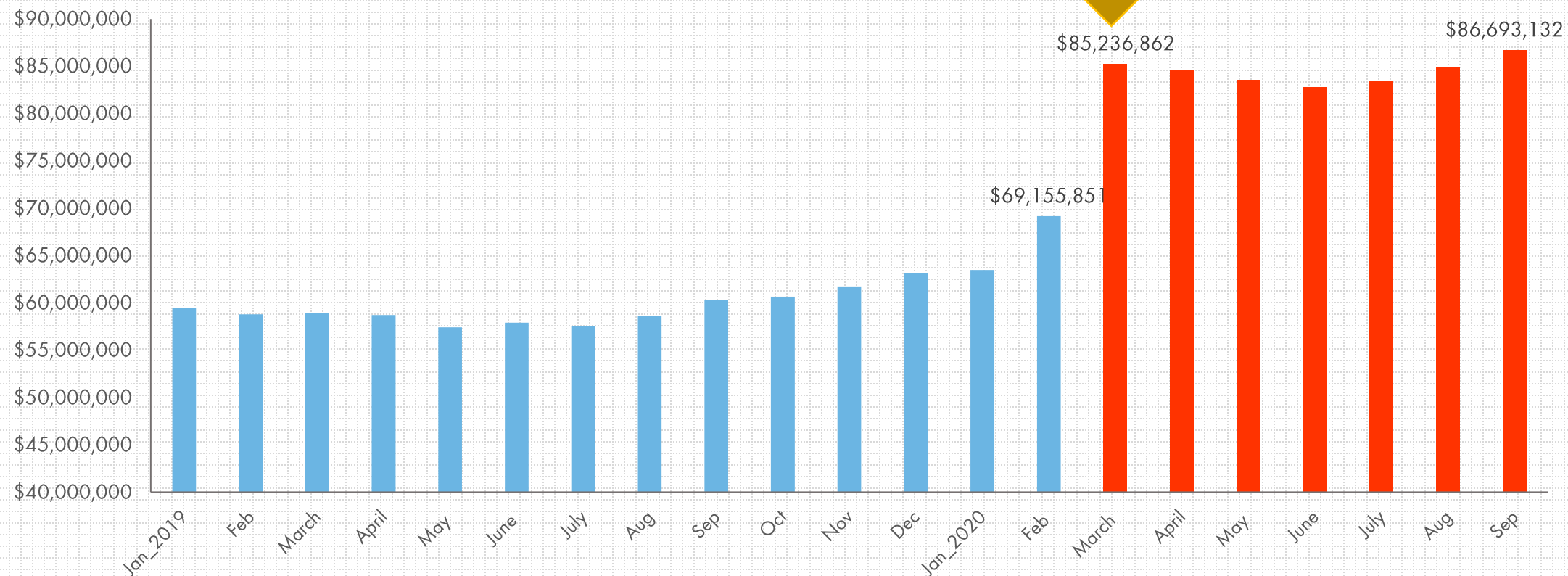
# Client Net Equity Positions (\$Billions)



Source: IIROC Monthly Financial Reports, IIAC Compiled

# Client Cash Balances\*

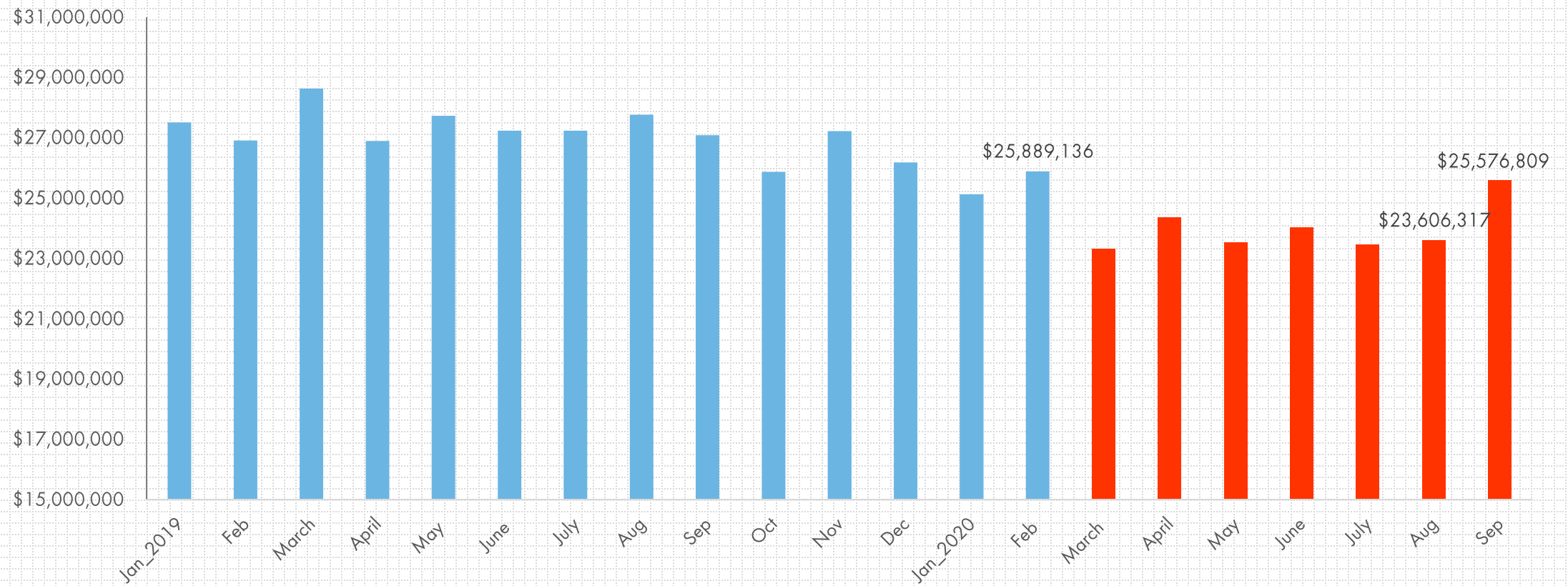
(in \$000s)



Source: IIROC Monthly Financial Reports, IIAC Compiled

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

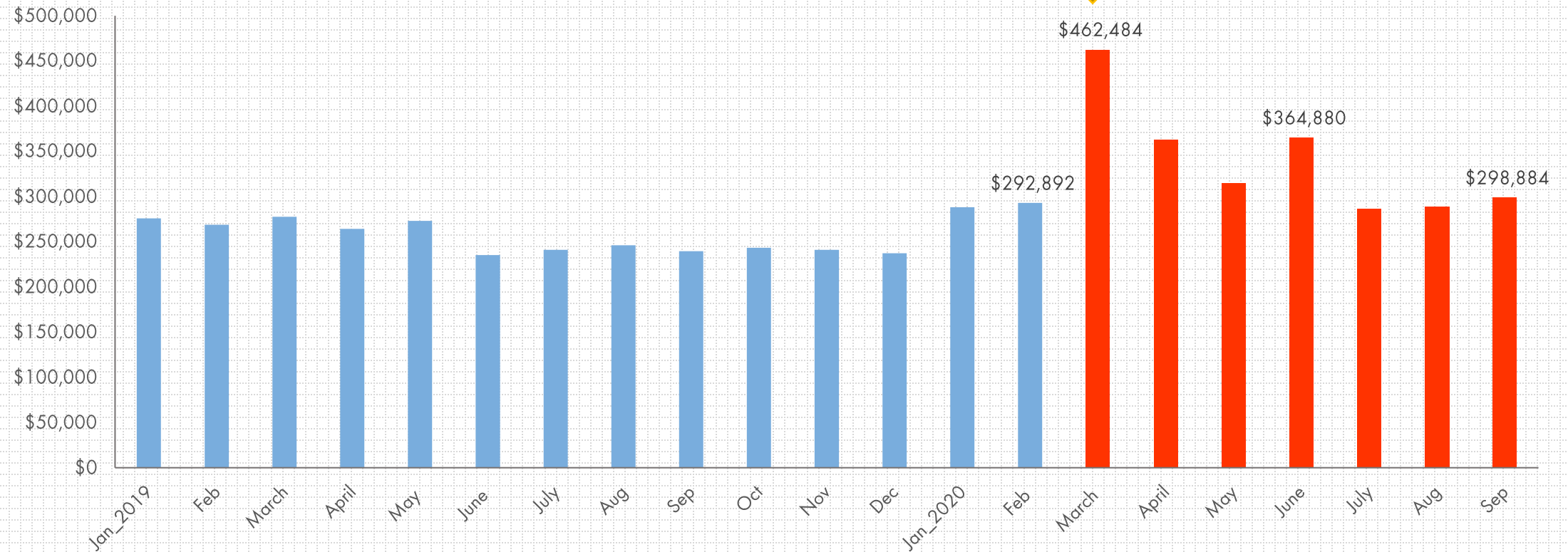
# Customer Margin Borrowing (in \$000s)



Source: IIROC Monthly Financial Reports, IIAC Compiled

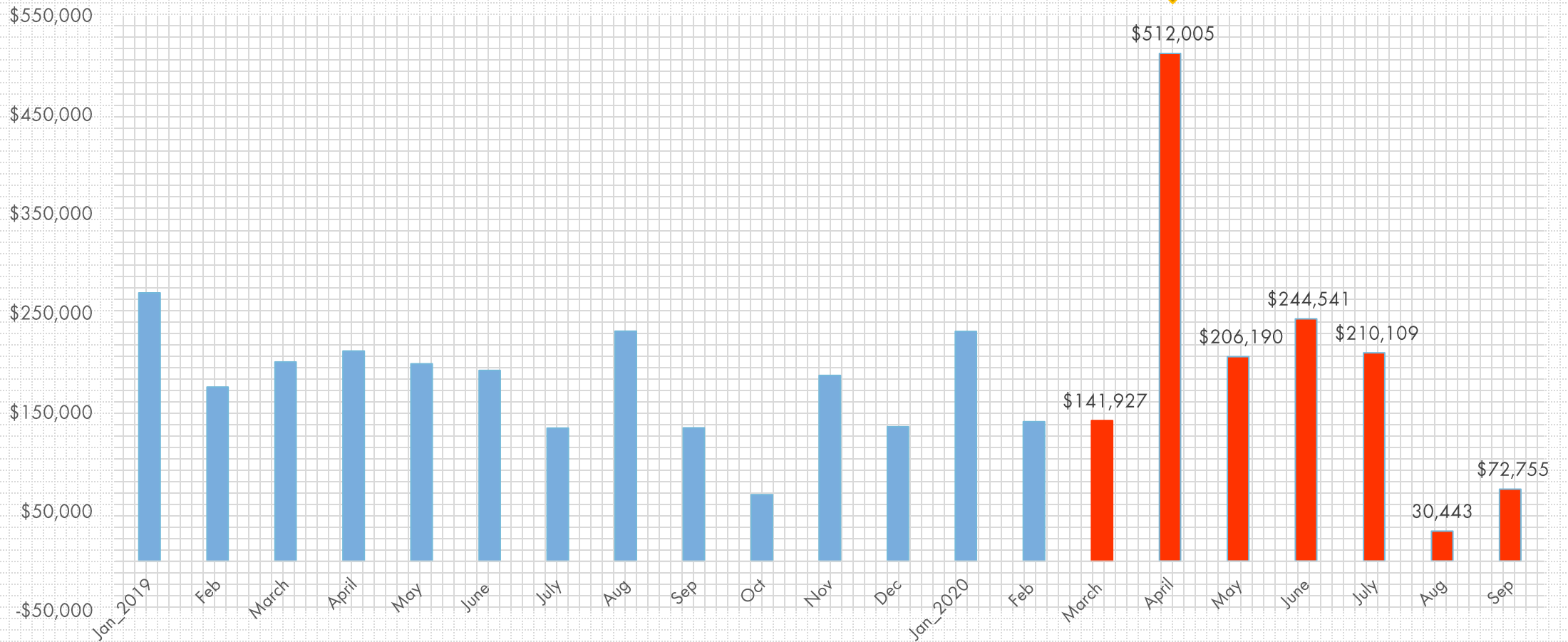
# Commission Revenues\*

(in \$000s)



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

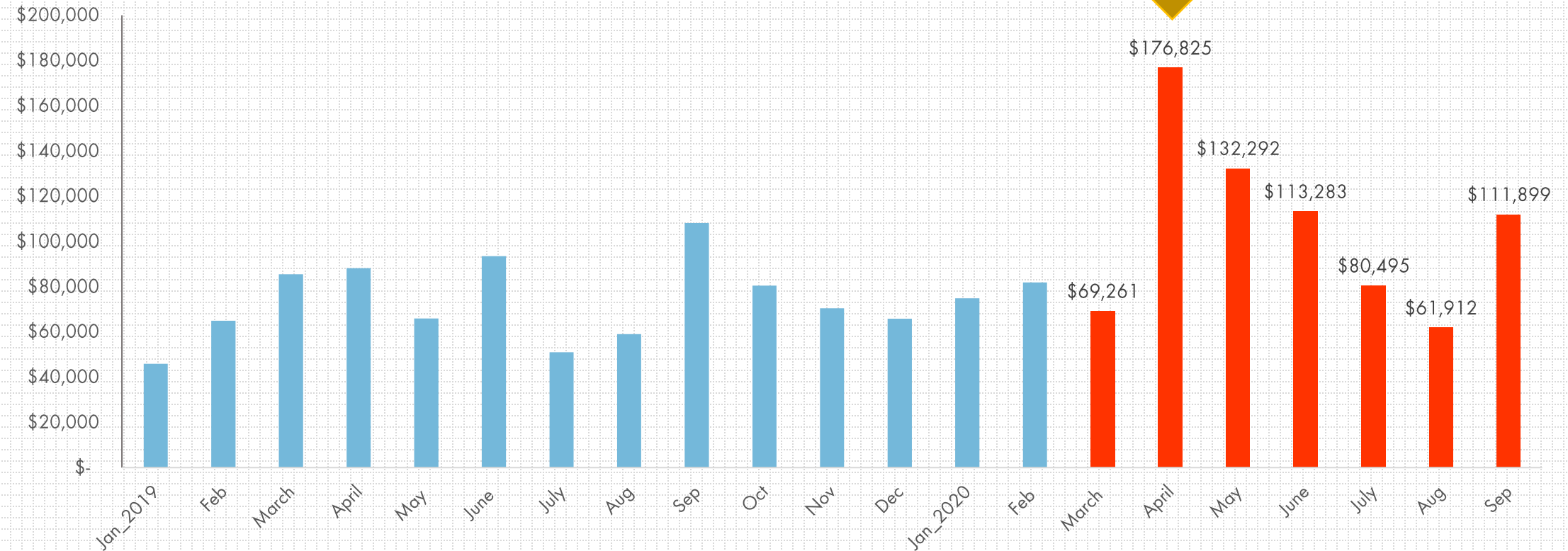
# Fixed-Income Trading Revenues (in \$000s)



Source: IIROC Monthly Financial Reports, IIAC Compiled

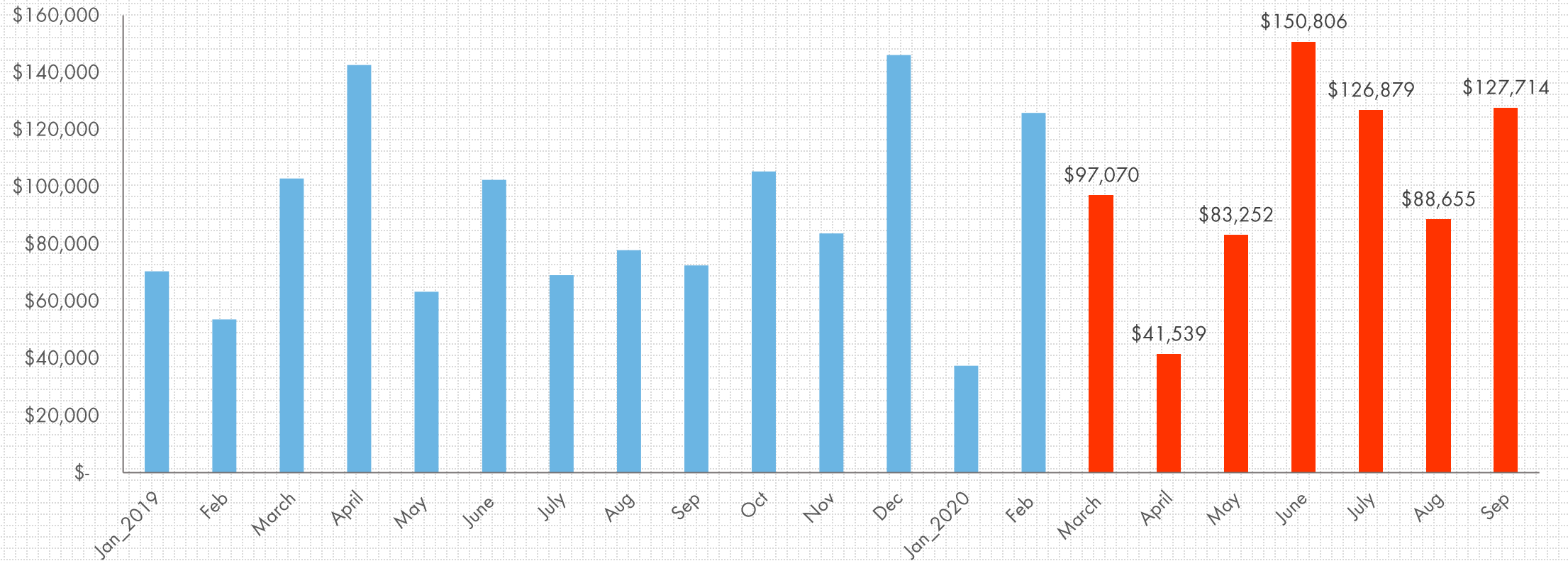


# Debt Underwriting Revenues (\$'000's)



Source: IIROC Monthly Financial Reports, IIAC Compiled

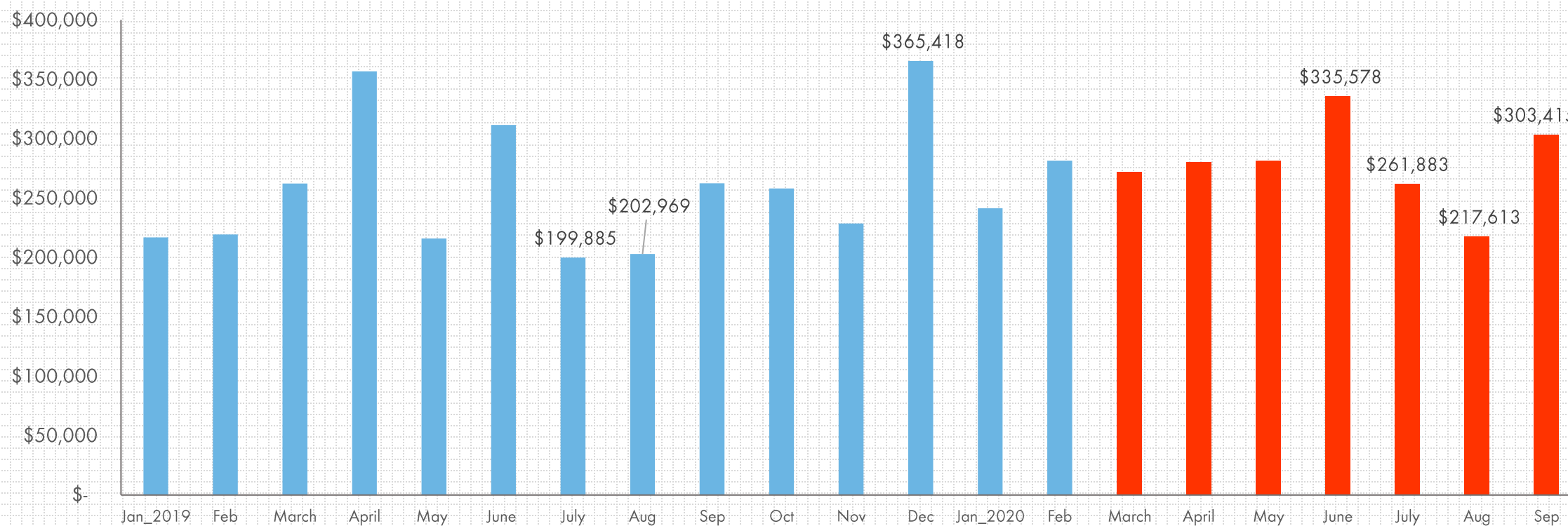
# Equity Underwriting Revenues (\$'000s)



Source: IIROC Monthly Financial Reports, IIAC Compiled

# Investment Banking Revenues\*

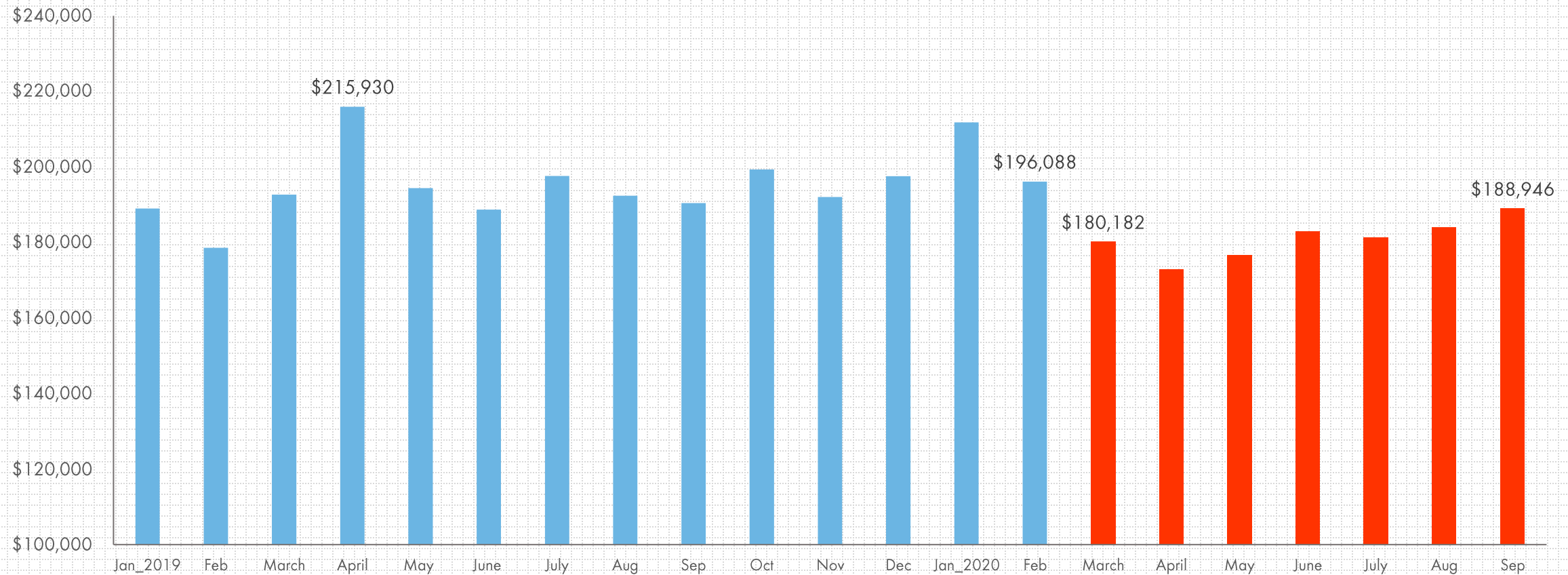
(\$000s)



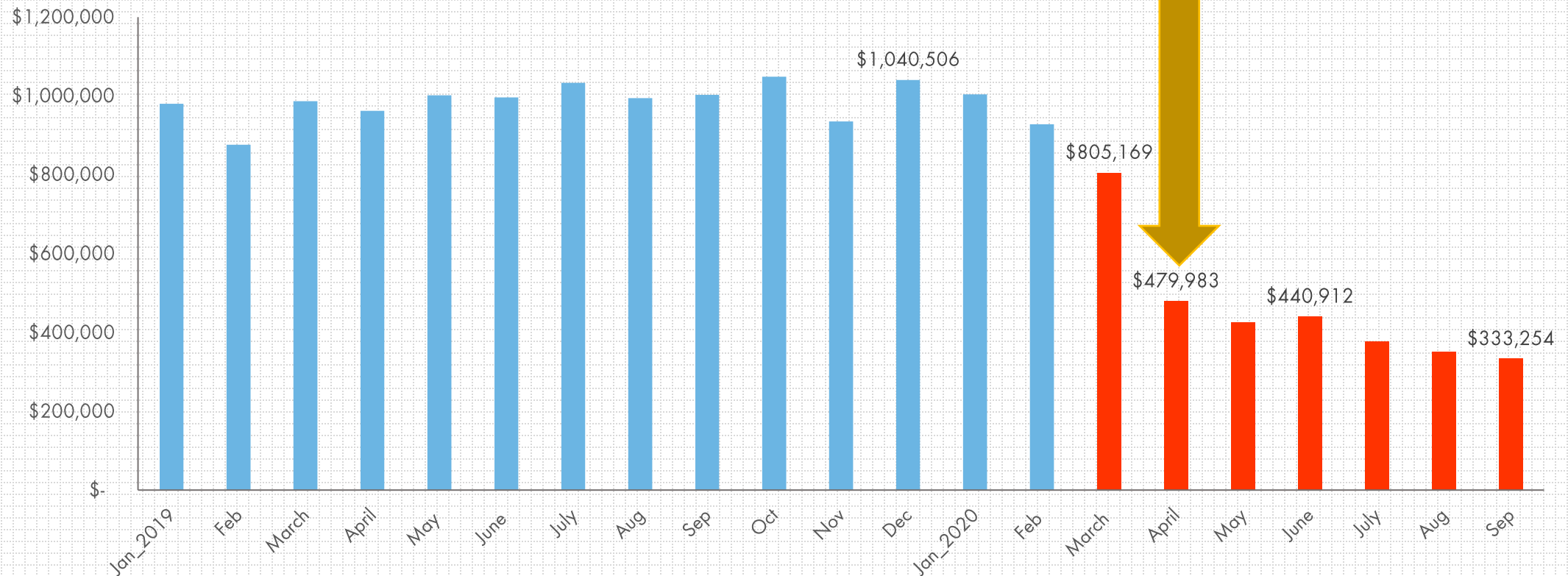
Source: IIROC Monthly Financial Reports, IIAC Compiled

\* comprised of underwriting and corporate advisory revenues

# Mutual Fund Revenues (in \$000s)

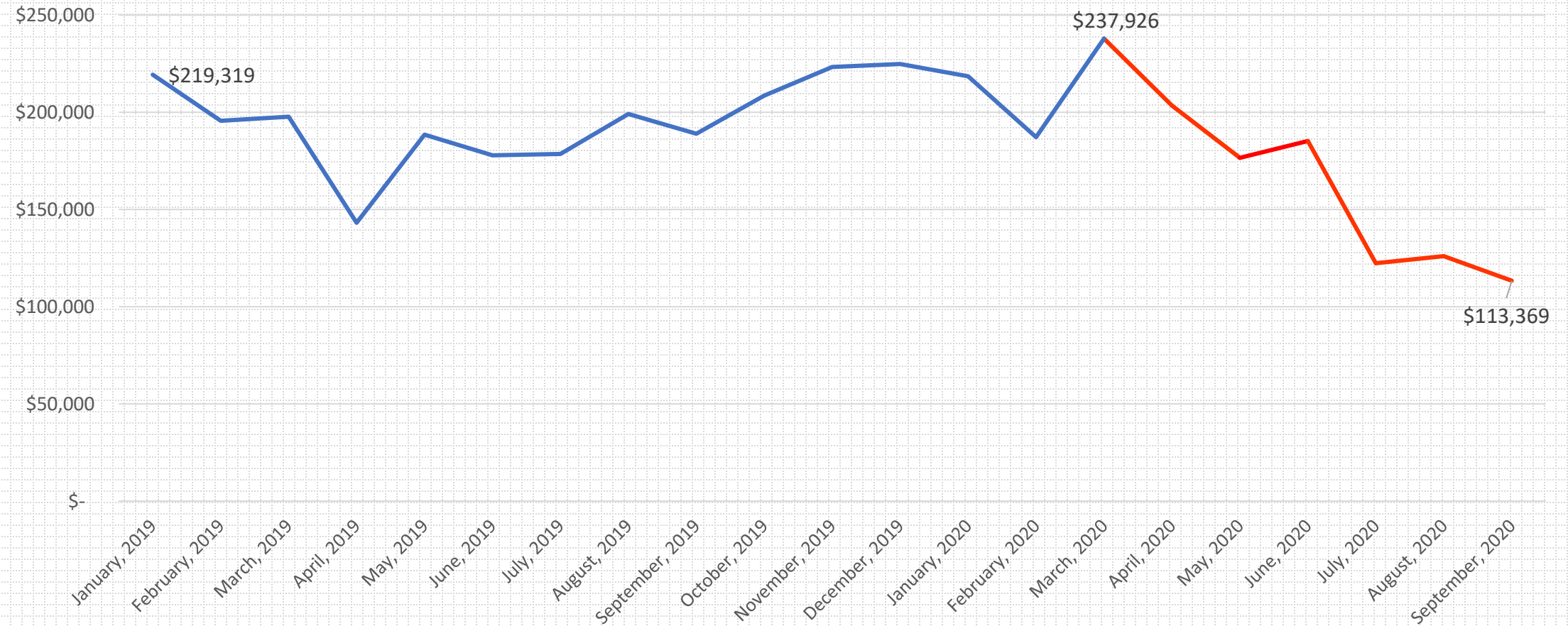


# Interest Revenues (in \$000's)



Source: IIROC Monthly Financial Reports, IIAC Compiled

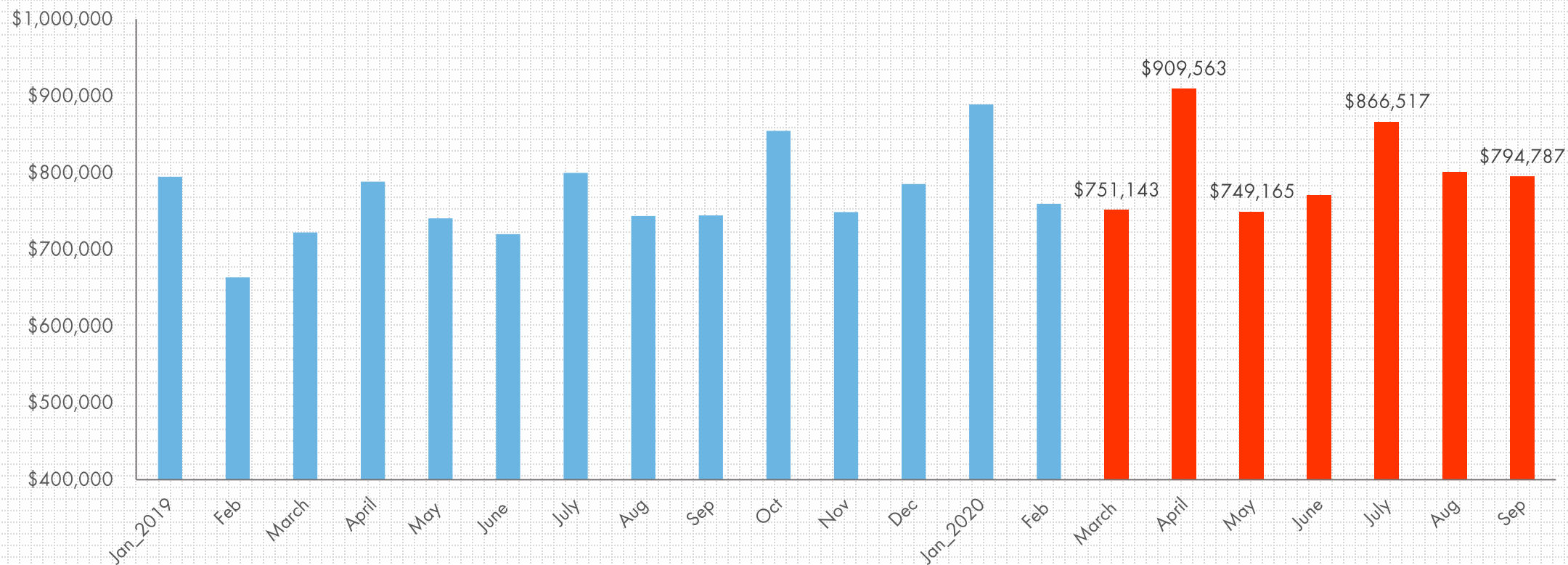
# Monthly Net Interest Revenues – Industry Total (\$'000s)



Source: IIROC Monthly Financial Reports, IIAC Compiled

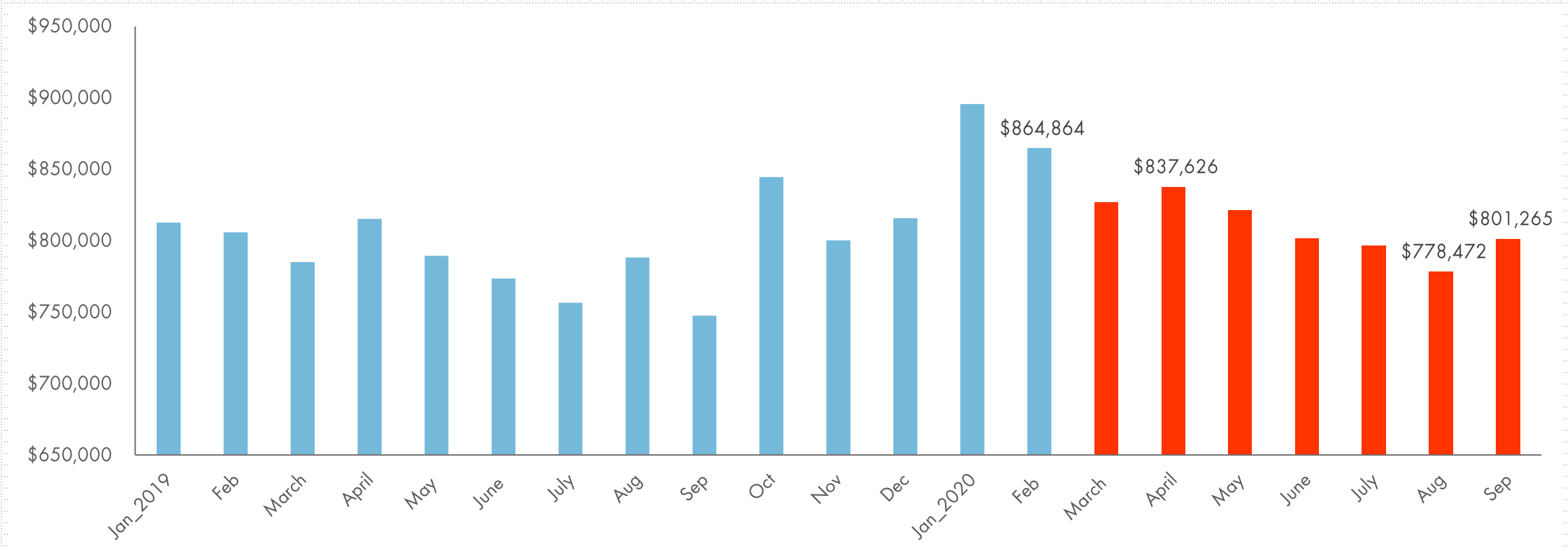
# Fee revenues\*

(in \$000s)



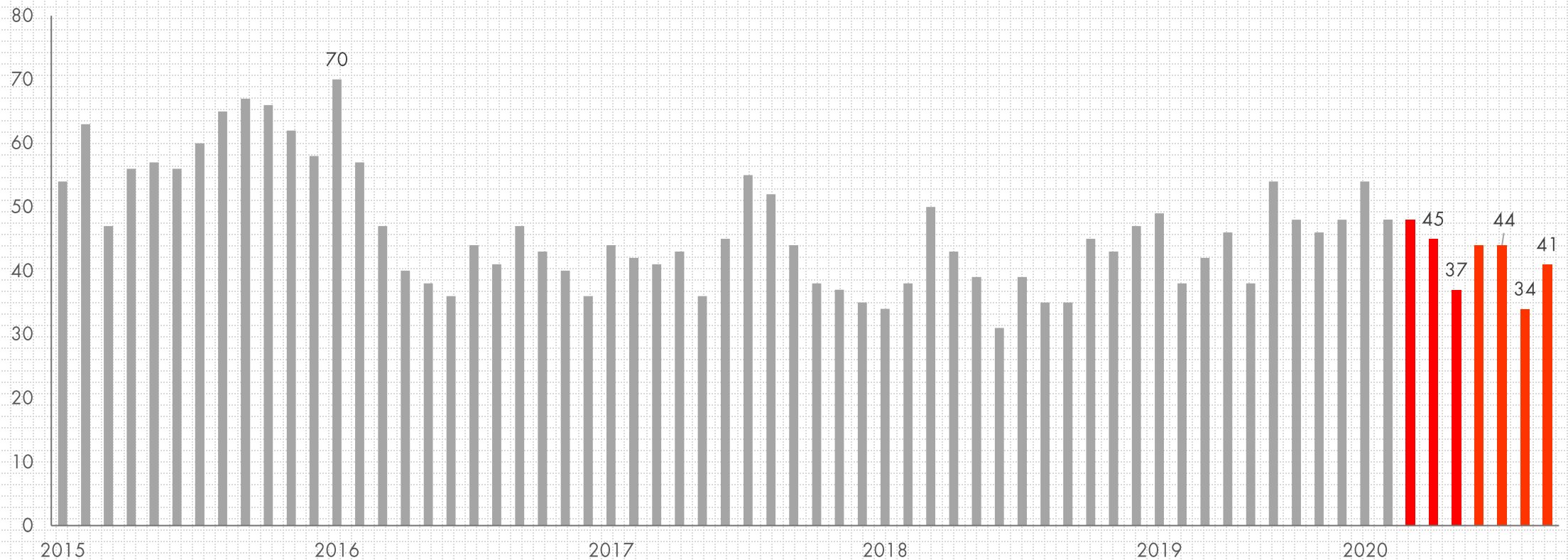
Source: IIROC Monthly Financial Reports, IIAC Compiled  
\*excludes corporate advisory fees

# Operating Expenses (in \$000s)



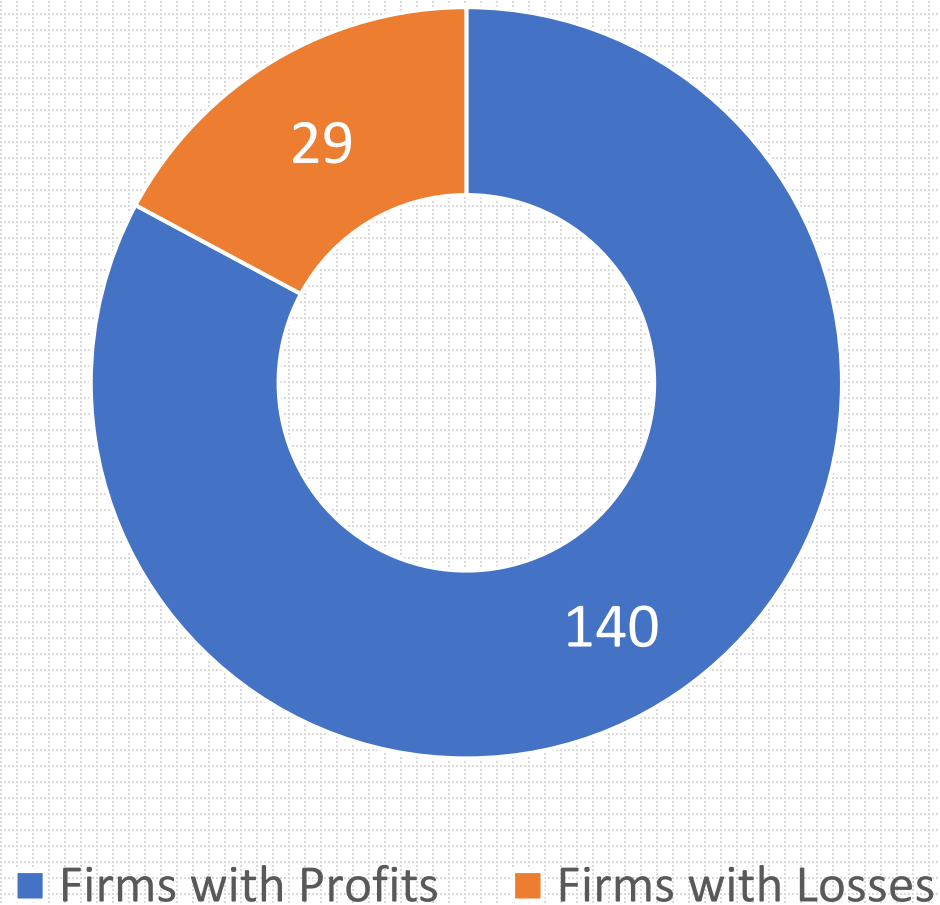


# Number of IIROC Dealers with Losses (Monthly)



Source: IIROC Monthly Financial Reports, IIAC Compiled

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





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