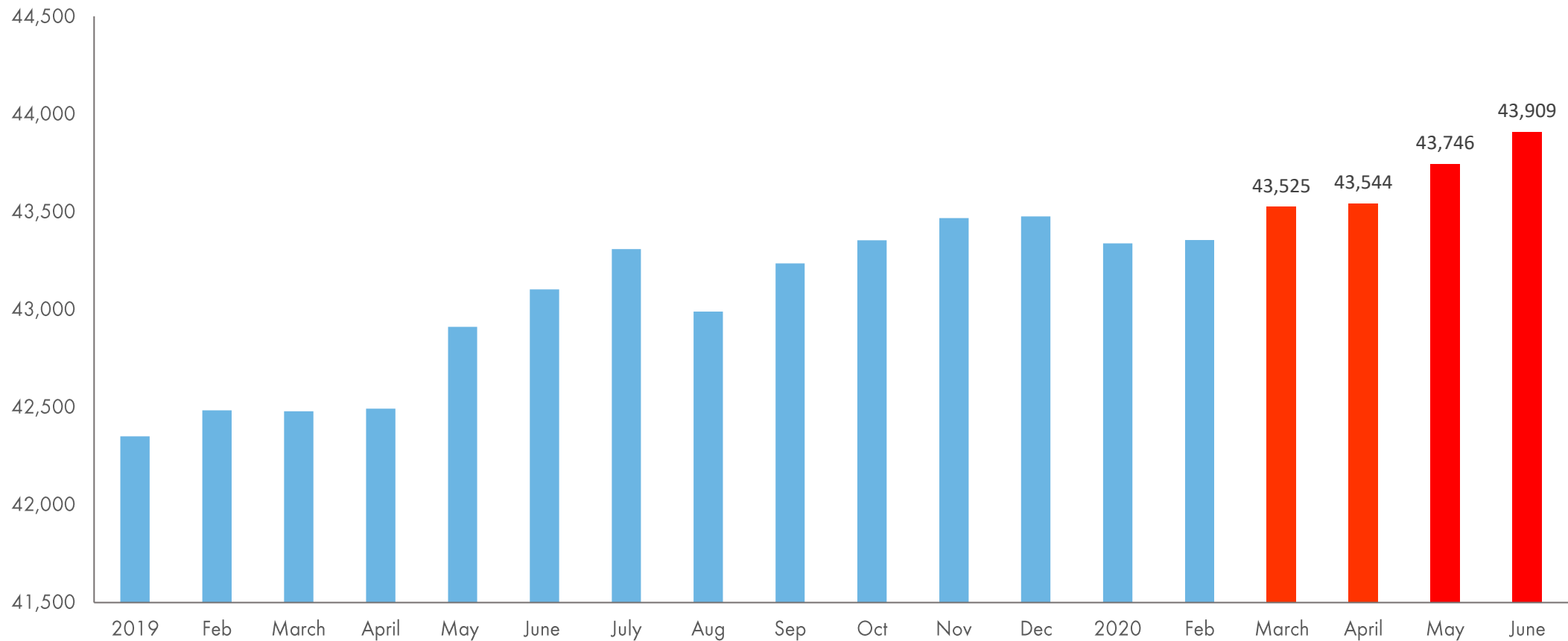




Industry Performance During the Early COVID Period

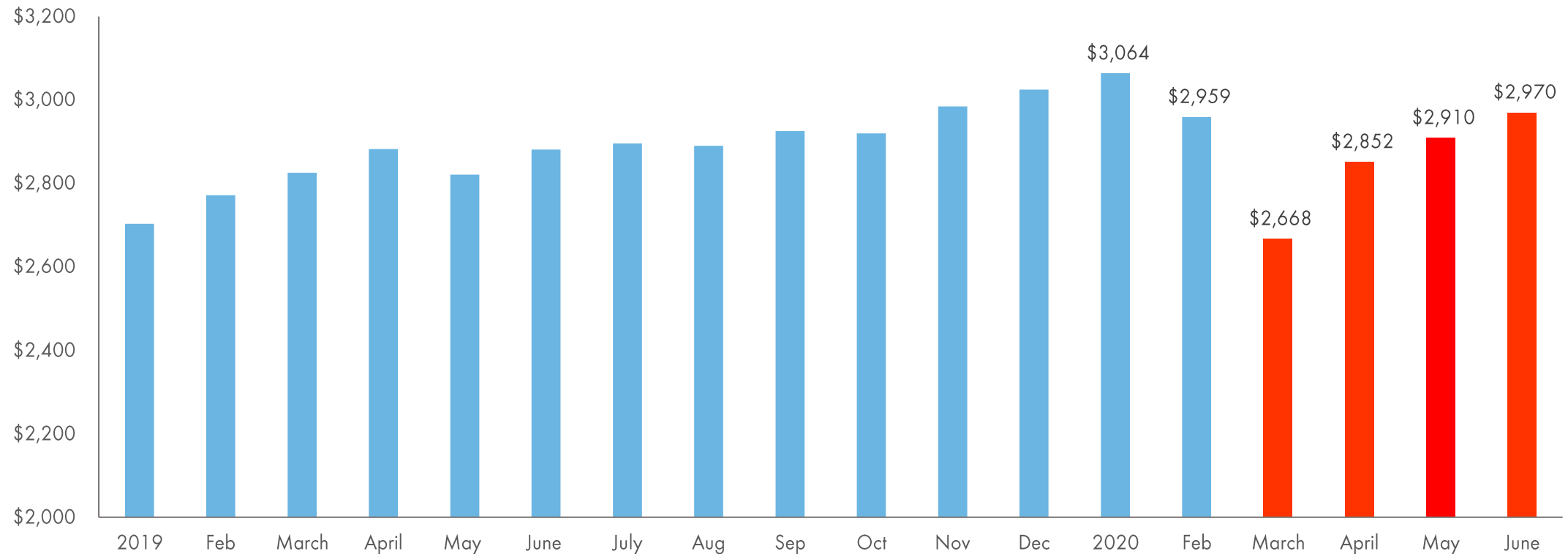
Covering the Period through June 2020

Industry Employment 2019-June 2020



Source: IIROC Monthly Financial Reports, IIAC Compiled

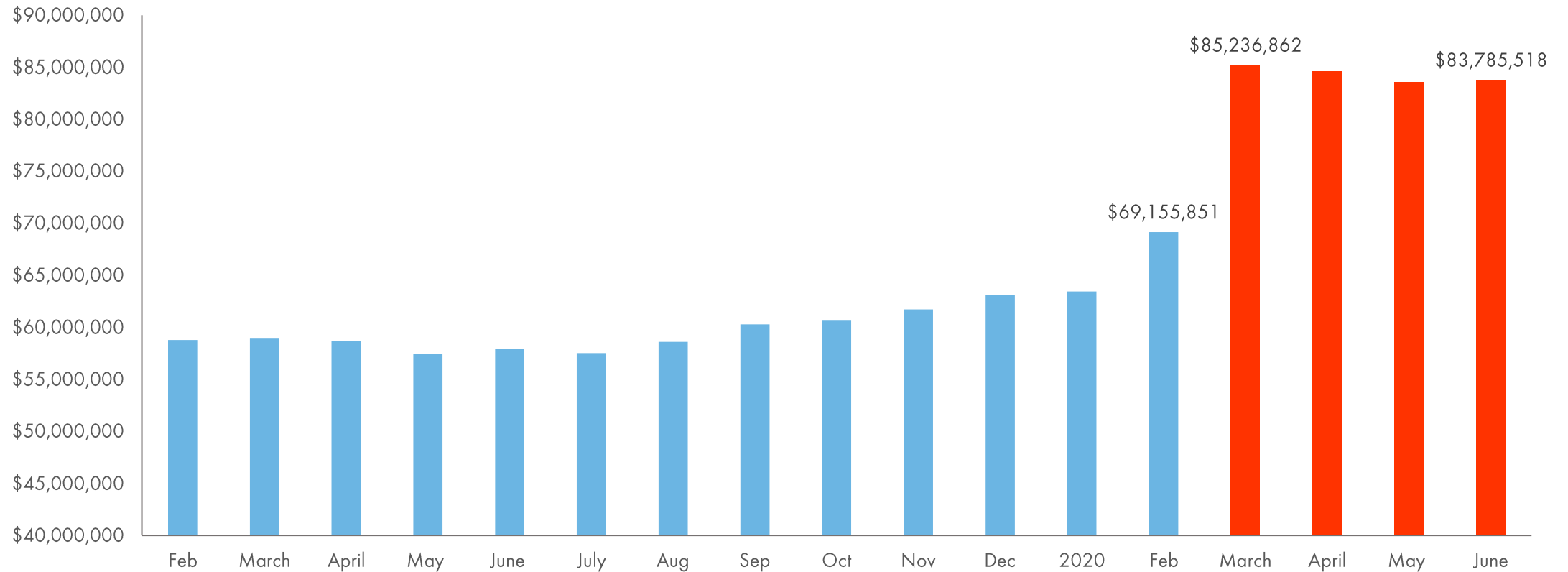
Client Net Equity Positions (\$Billions)



Source: IIROC Monthly Financial Reports, IAC Compiled

Client Cash Balances*

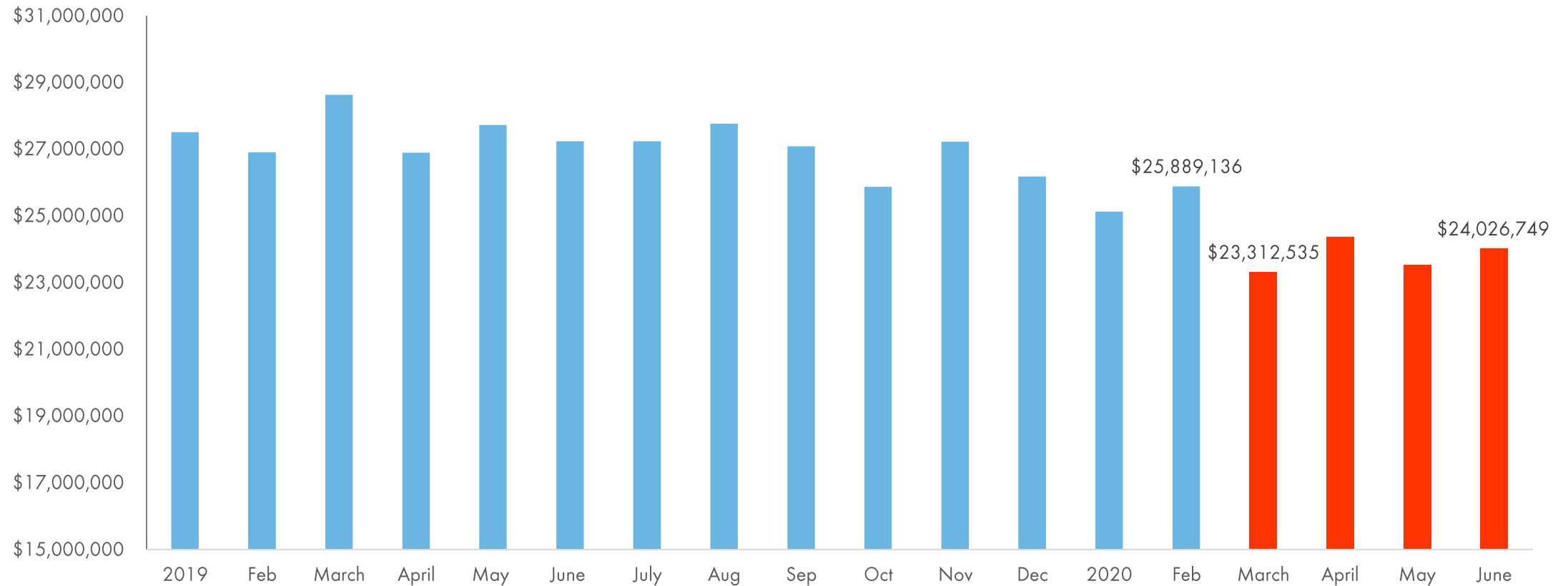
(in \$000s)



Source: IIROC Monthly Financial Reports, IIAC Compiled

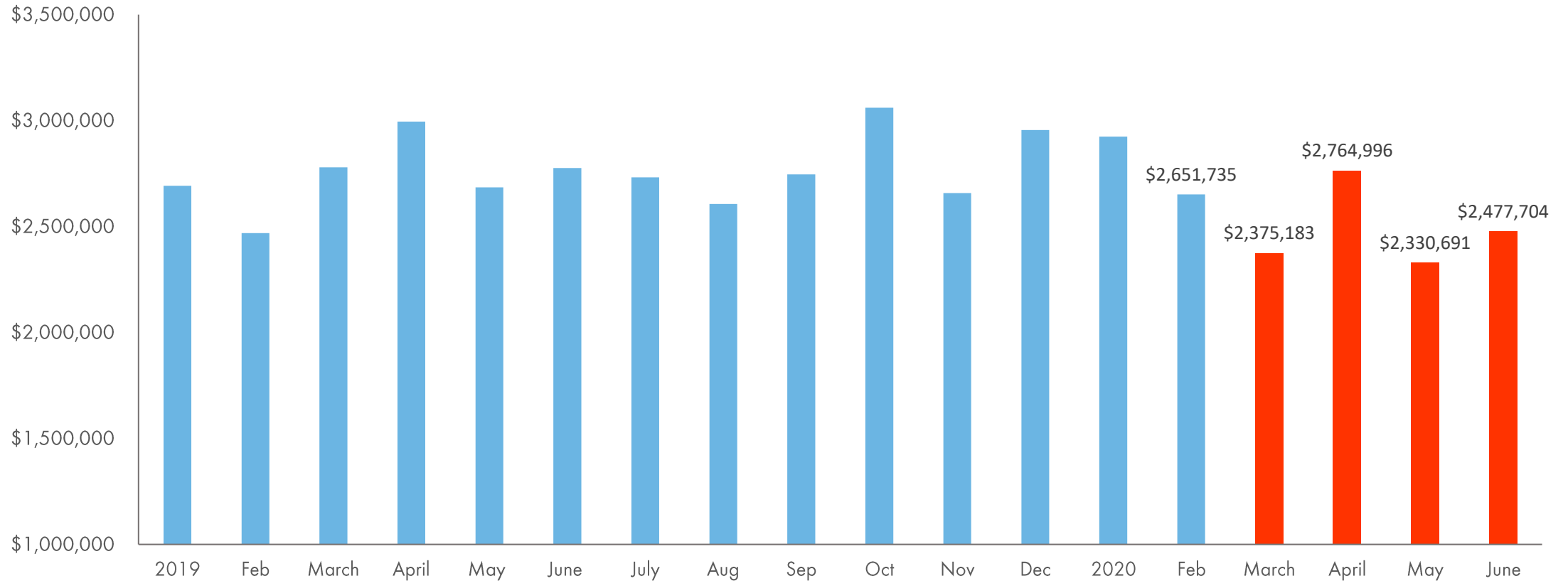
* Includes client free-credits in Cash and Margin Accounts Only

Customer Margin Borrowing (in \$000s)



Source: IIROC Monthly Financial Reports, IIAC Compiled

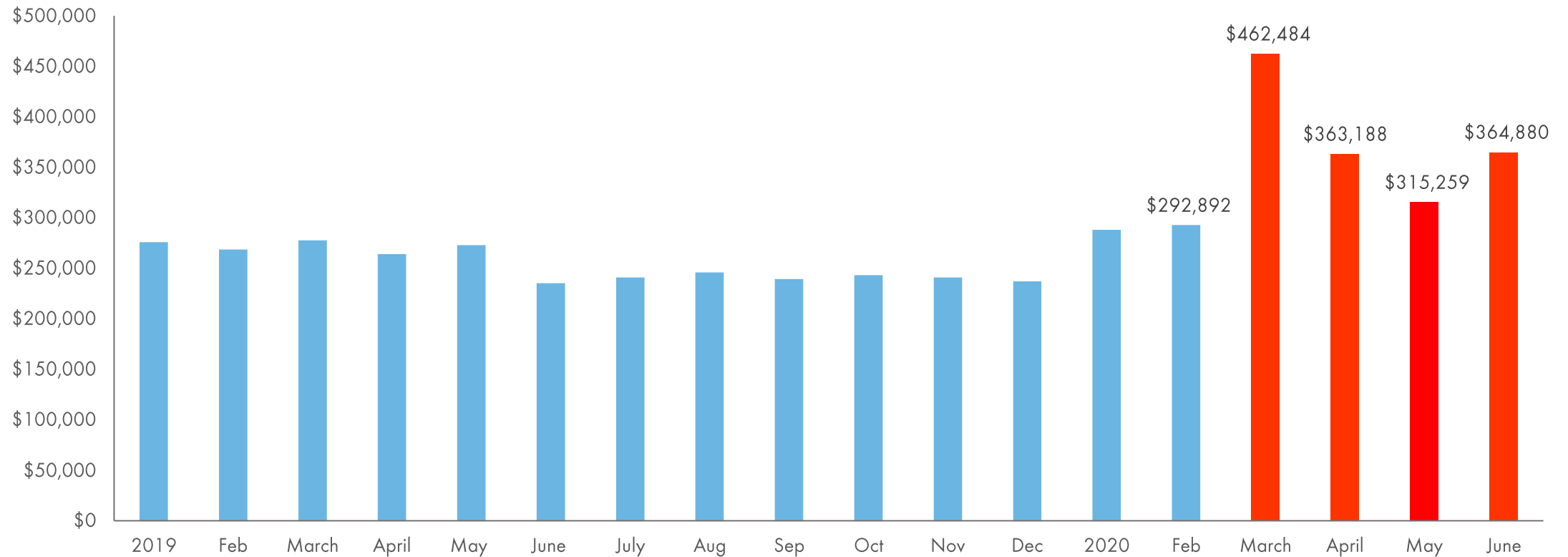
Total Industry Revenues (in \$000s)



Source: IIROC Monthly Financial Reports, IIAC Compiled

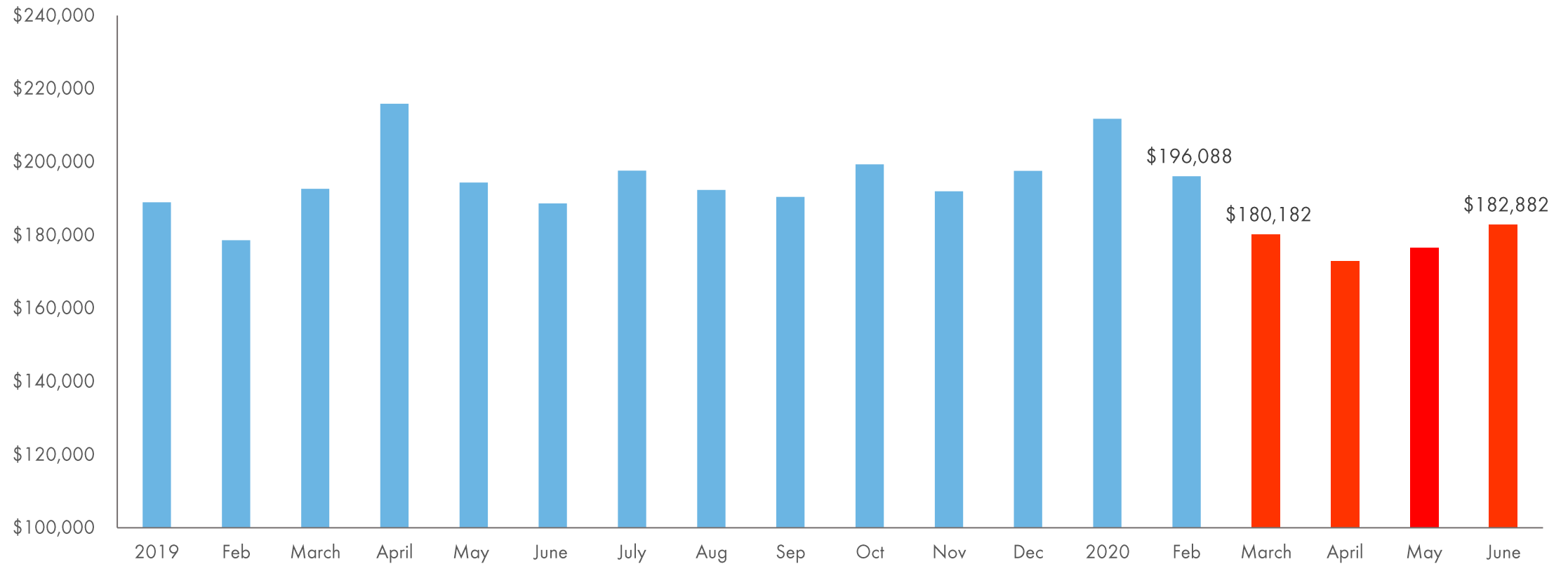
Commission Revenues*

(in \$000s)



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

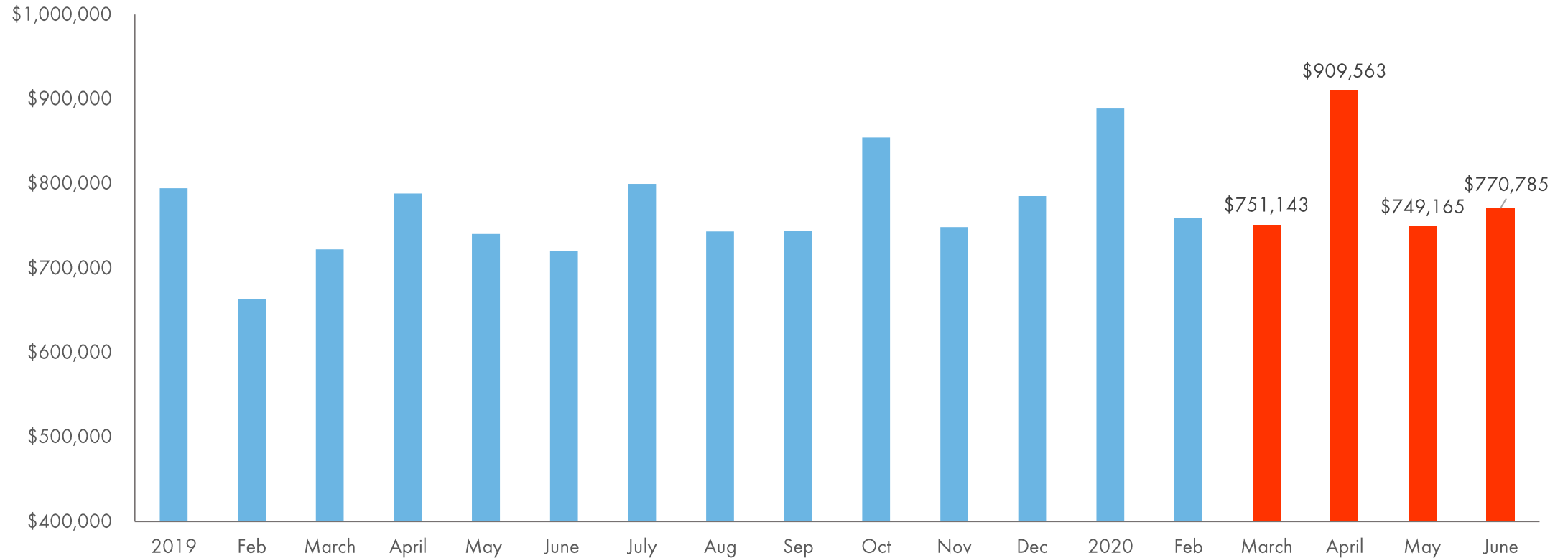
Mutual Fund Revenues (in \$000s)



Source: IIROC Monthly Financial Reports, IIAC Compiled

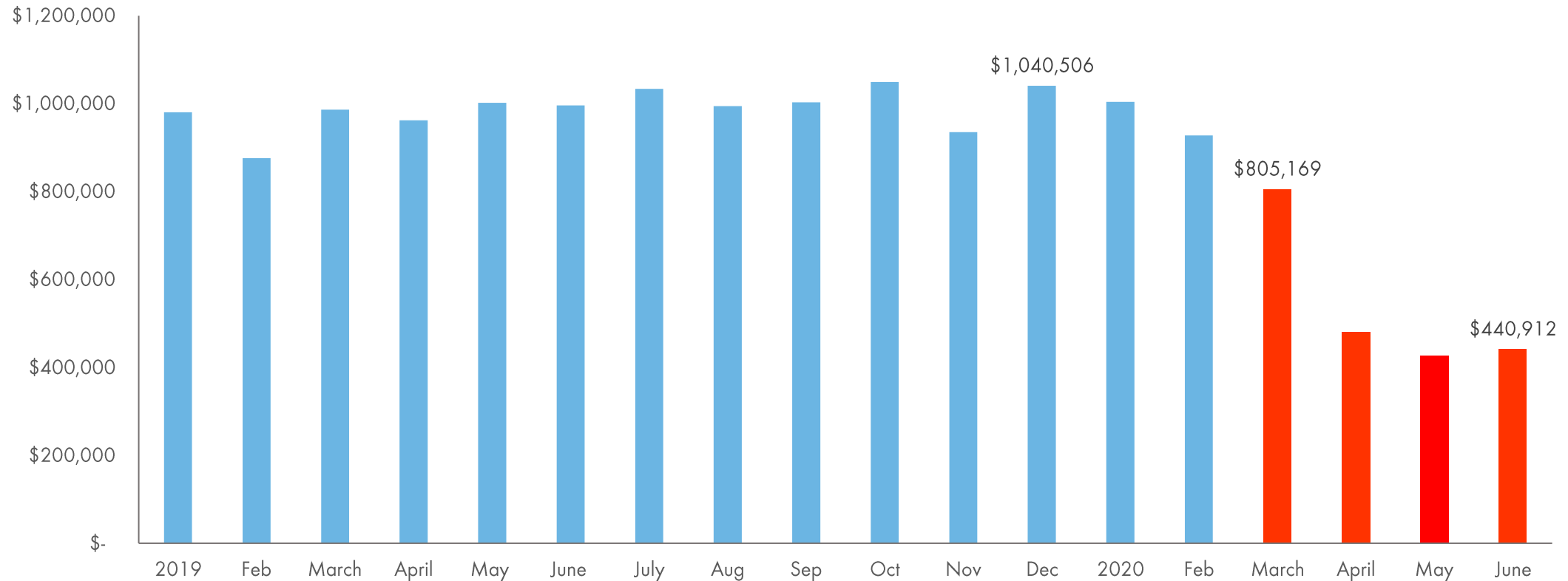
Fee revenues*

(in \$000s)



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

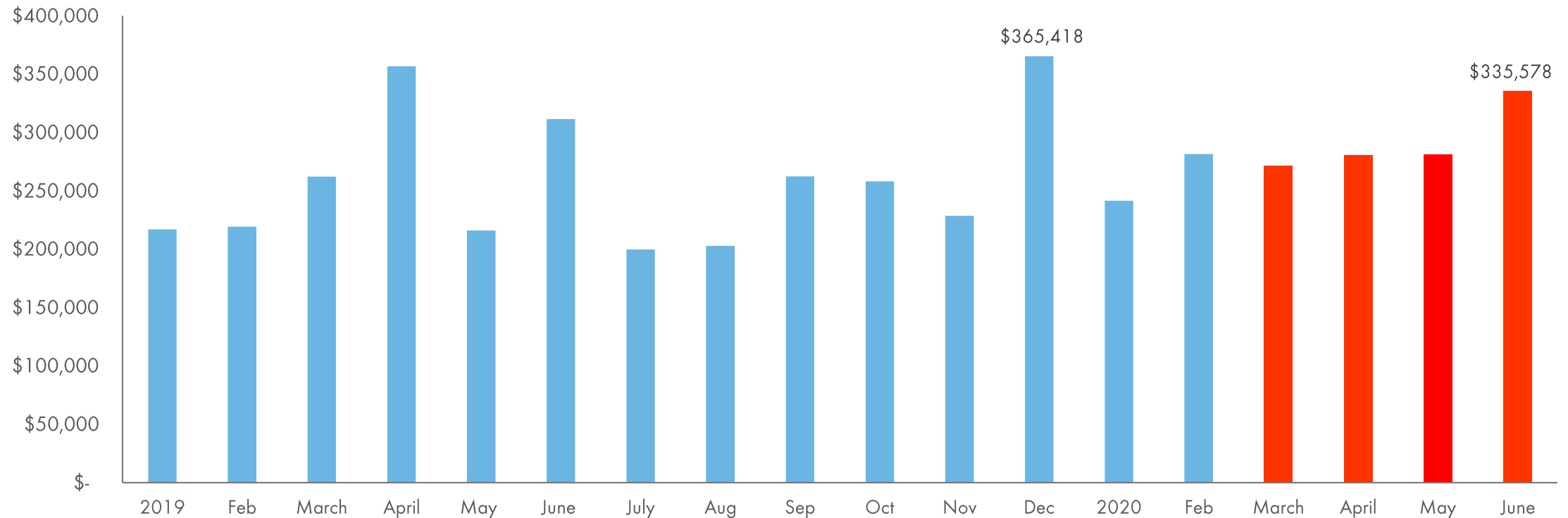
Interest Revenues (in \$000's)



Source: IIROC Monthly Financial Reports, IIAC Compiled

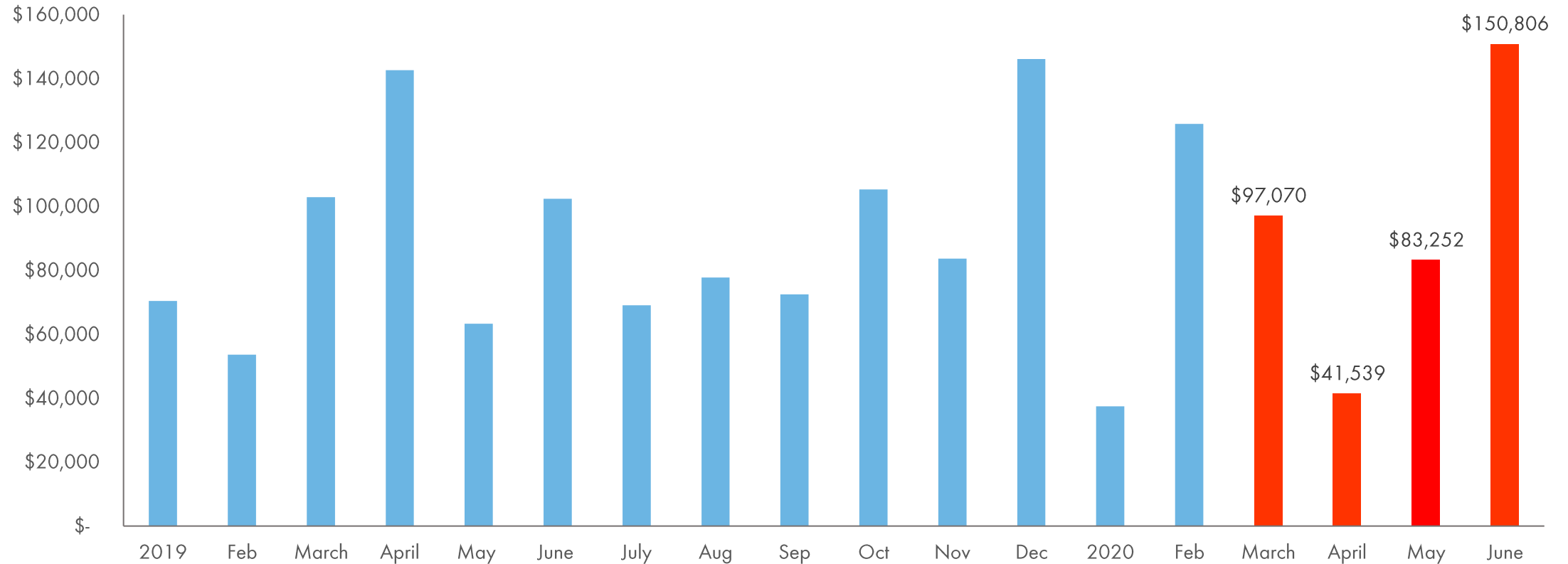
Investment Banking Revenues*

(in \$000s)



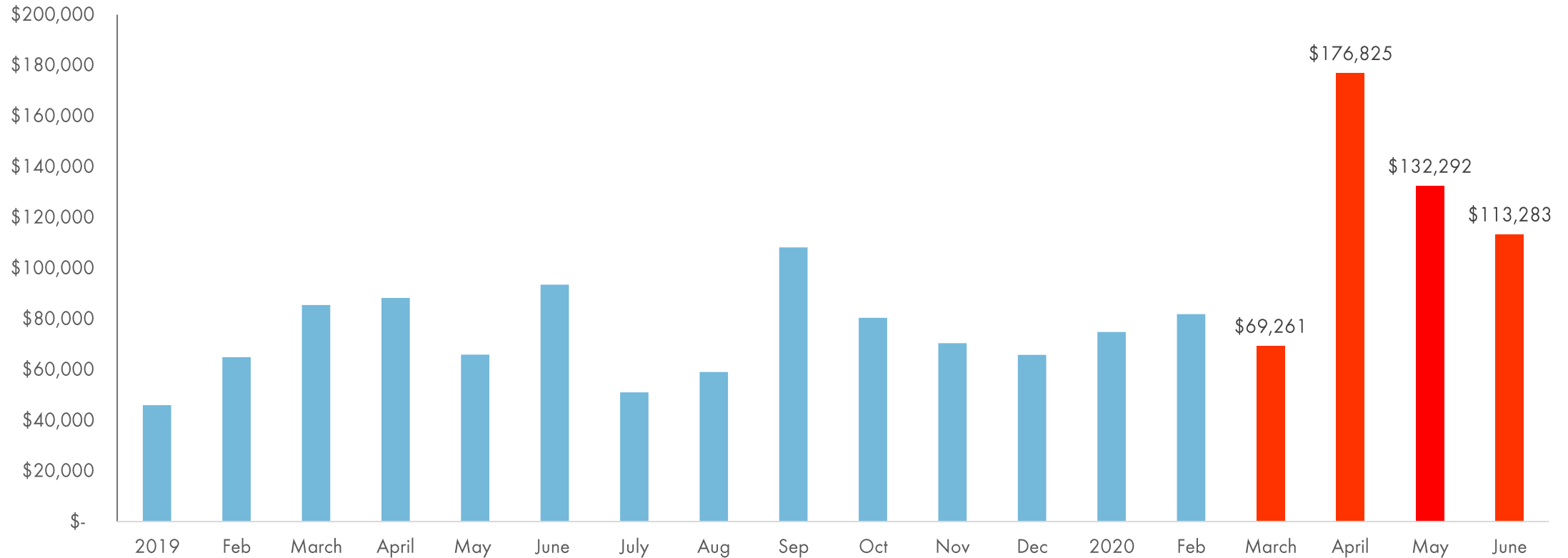
Source: IIROC Monthly Financial Reports, IIAC Compiled
* comprised of underwriting and corporate advisory revenues

Equity Underwriting Revenues (\$'000s)



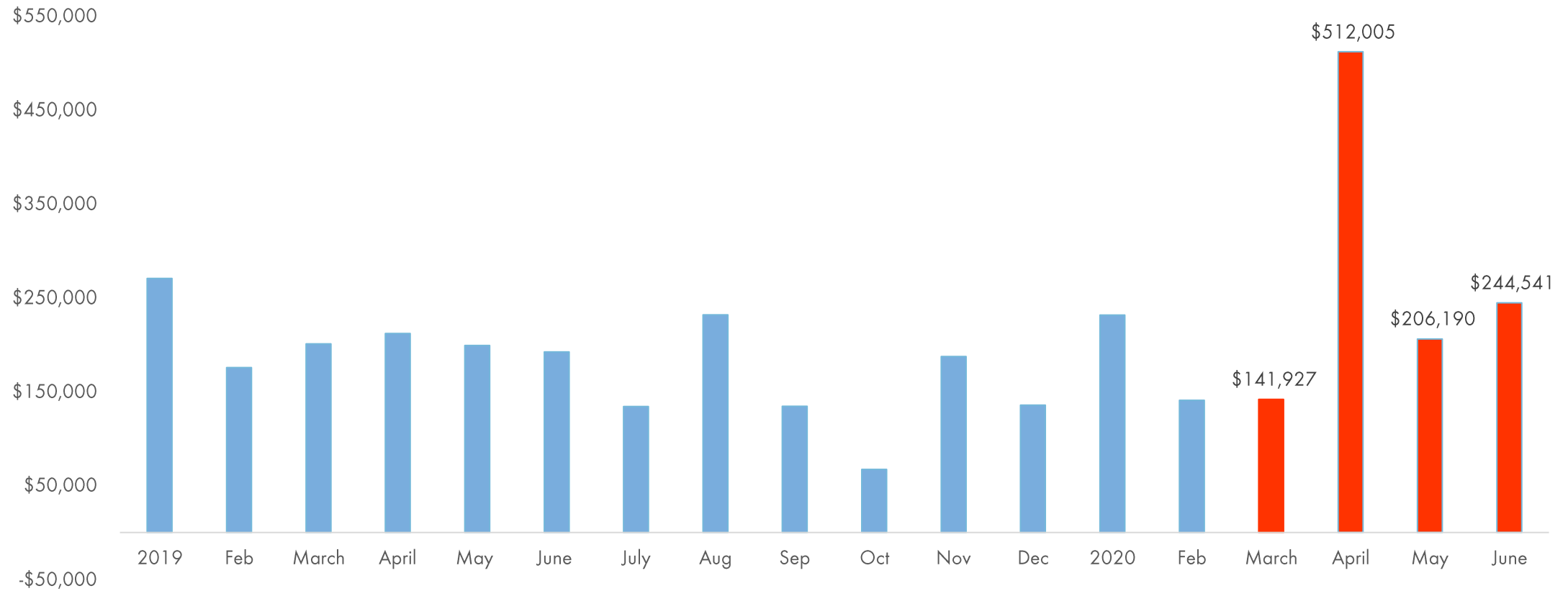
Source: IIROC Monthly Financial Reports, IIAC Compiled

Debt Underwriting Revenues (\$'000's)



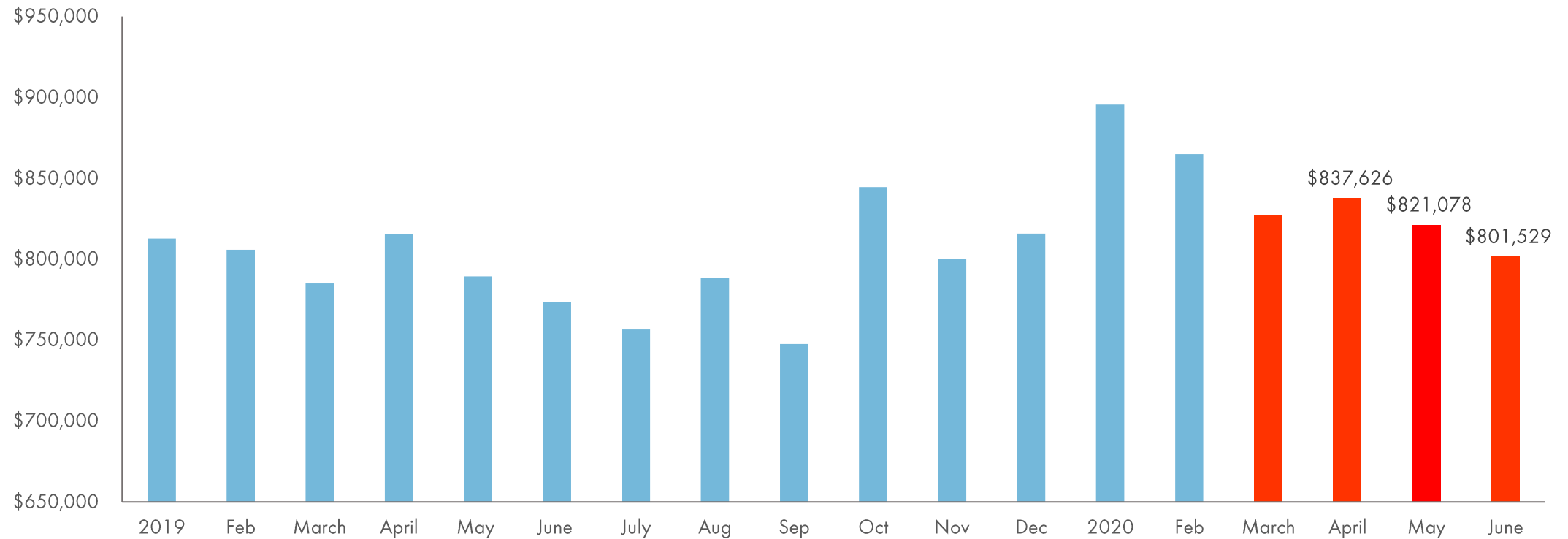
Source: IIROC Monthly Financial Reports, IIAC Compiled

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



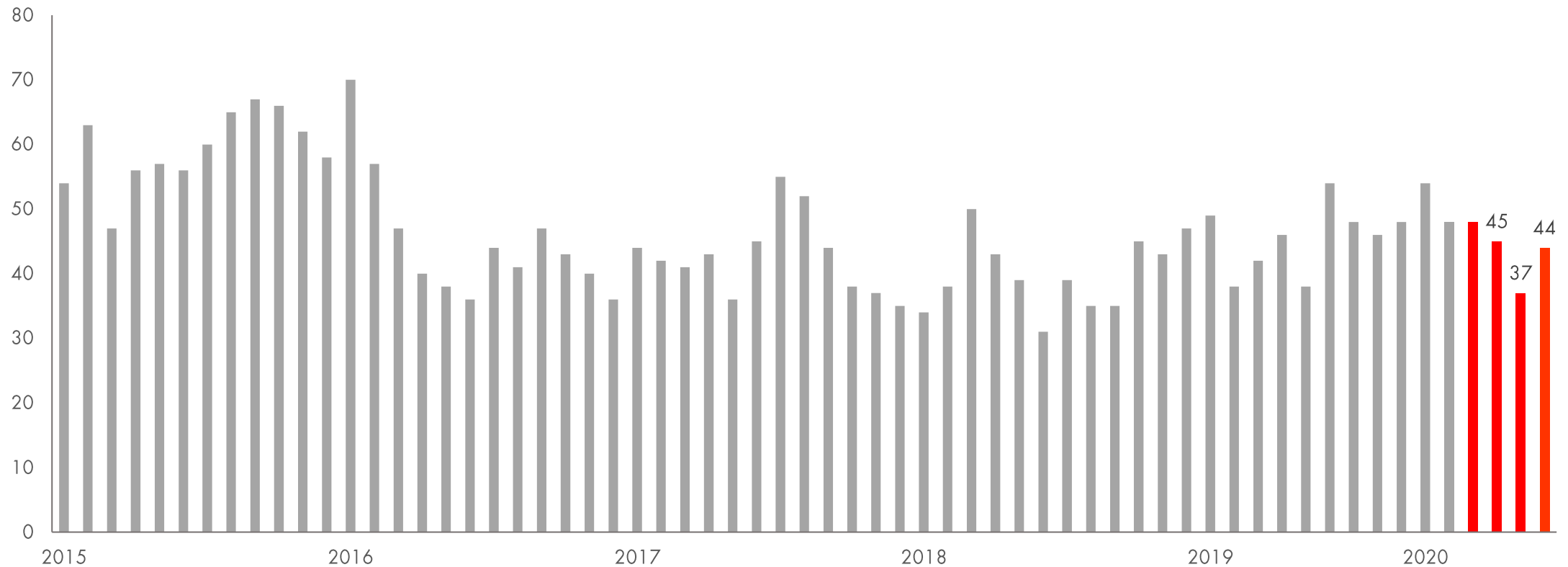
Source: IIROC Monthly Financial Reports, IIAC Compiled

Operating Expenses (in \$000s)



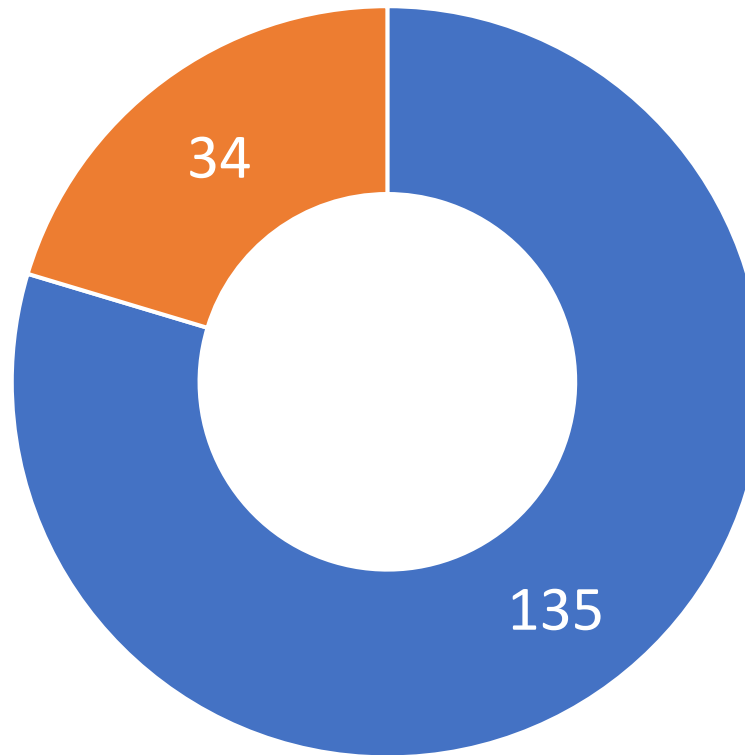
Source: IIROC Monthly Financial Reports, IIAC Compiled

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 June 30, 2020)



■ Firms with Profits ■ Firms with Losses

Source: IIROC Monthly Financial Reports, IIAC Compiled



Toronto – Head Office

TD West Tower
100 Wellington St West
Suite 1910, P.O. Box 173
Toronto ON M5K 1H6

416.364.2754

Montreal

1250 René Lévesque Boulevard West
Suite 2200
Montreal, QC
H3B 4W8

514.843.8950

Vancouver

701 West Georgia Street
Suite 1500
Vancouver, BC
V7Y 1C6

604.637.1676