



IIAC·Securities Industry Statistics

\$ millions (unless otherwise indicated)	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003	2002
Highlights																			
Number of Firms*	164	167	161	166	163	168	175	189	196	201	201	200	202	203	198	201	205	207	206
Number of Employees*	44,529	43,476	42,296	40,865	40,130	39,936	39,918	39,357	39,555	40,427	39,917	39,894	40,836	42,329	40,919	39,174	37,739	37,262	37,949
Operating Revenue	25,851	23,632	22,909	21,156	20,275	17,754	17,915	15,919	15,332	16,136	15,878	16,306	14,593	17,123	15,879	13,485	12,089	10,618	9,807
Operating Expenses	9,946	9,535	9,185	8,588	8,405	8,086	7,739	7,296	7,249	7,355	6,826	6,555	6,528	6,279	5,711	5,279	5,187	4,477	4,666
Operating Profit	9,042	7,559	7,319	6,479	6,335	4,228	4,866	3,986	3,806	4,273	4,789	5,987	3,914	6,382	5,765	4,315	3,553	3,321	2,735
Net Profit (Loss)	5,451	4,380	4,165	3,710	3,504	2,063	2,382	2,062	2,155	2,036	2,395	2,869	1,875	2,771	2,515	1,752	1,479	1,484	1,257
Shareholders Equity	34,366	30,344	28,329	25,514	23,117	28,373	45,367	34,474	17,087	15,269	16,988	15,225	13,507	12,655	11,103	8,480	8,372	7,076	6,995
Regulatory Capital	45,552	41,002	39,667	37,281	39,009	44,951	62,363	51,414	34,343	30,383	31,647	29,559	27,197	23,413	19,804	17,430	15,108	13,962	12,968
Client Cash Holdings	85,120	63,140	62,225	62,026	59,944	50,677	45,291	42,124	38,684	39,304	37,952	36,816	33,677	28,500	25,281	23,156	22,109	20,615	18,750
Client Margin Debt Outstanding	29,589	26,183	28,865	26,267	23,740	21,173	18,913	16,444	14,432	13,458	13,731	11,048	8,846	14,001	11,655	11,580	9,478	7,615	7,019
Productivity (000's) (annual revenue/employee)	587	549	547	518	505	445	449	404	388	399	398	409	357	405	388	344	320	285	258
Annual Return (net profit/shareholders equity)	17%	15%	15%	15%	15%	7.3%	5%	6%	13%	13%	14%	19%	14%	22%	23%	21%	18%	21%	18%
Revenues																			
Industry	25,851	23,632	22,909	21,156	20,275	17,754	17,915	15,919	15,332	16,136	15,878	16,306	14,593	17,123	15,879	13,485	12,089	10,618	9,807
Integrated Firms	18,590	17,584	16,795	15,663	15,188	14,483	12,873	11,755	11,350	11,283	10,645	11,792	9,801	11,177	10,525	9,298	8,557	7,720	7,161
Institutional Firms	2,301	1,807	1,955	1,897	2,265	2,059	2,303	1,812	1,863	2,136	2,597	2,182	2,214	2,901	2,469	1,802	1,430	1,282	1,314
Domestic	844	620	837	830	1,064	929	1,139	900	1,113	1,288	1,802	1,388	1,222	1,664	1,386	1,081	728	640	552
Foreign	1,457	1,188	1,118	1,067	1,201	1,130	1,164	912	750	848	796	794	992	1,237	1,083	721	702	601	762
Retail Brokerage Firms	4,955	4,235	4,153	3,490	3,002	2,740	2,740	2,353	2,119	2,717	2,637	2,322	2,578	3,045	2,885	2,385	2,102	1,658	1,332
Introducers	2,146	1,957	1,889	1,472	1,309	1,199	1,525	1,273	973	1,226	1,126	966	1,222	1,376	1,320	1,034	906	629	431
Full Operations	2,815	2,286	2,265	2,018	1,692	1,541	1,214	1,080	1,146	1,491	1,511	1,367	1,356	1,670	1,565	1,351	1,196	1,029	901
Revenues (% of Total)																			
Integrated Firms	72%	74%	73%	77%	75%	82%	72%	75%	74%	70%	67%	72%	67%	65%	66%	69%	71%	73%	73%
Institutional Firms	9%	8%	9%	9%	11%	12%	13%	12%	12%	13%	16%	13%	15%	17%	16%	13%	12%	12%	13%
Domestic	3%	3%	4%	4%	5%	5%	6%	5%	7%	8%	11%	9%	8%	10%	9%	8%	6%	6%	6%
Foreign	6%	8%	5%	5%	6%	6%	6%	7%	5%	5%	5%	5%	7%	7%	7%	5%	6%	6%	8%
Retail Brokerage Firms	19%	18%	18%	16%	15%	15%	15%	14%	14%	17%	17%	14%	18%	18%	18%	18%	17%	16%	14%
Introducers	8%	8%	8%	7%	6%	7%	9%	6%	6%	8%	7%	6%	8%	8%	8%	8%	7%	6%	4%
Full Operations	11%	10%	10%	10%	8%	9%	7%	7%	7%	9%	10%	8%	9%	10%	10%	10%	10%	10%	9%
Revenue Categories																			
Commission	6,240	5,356	5,764	5,697	5,715	5,838	5,800	5,516	5,117	5,817	5,631	5,052	5,592	6,315	5,995	5,252	4,785	4,054	3,903
of which: Mutual Funds	2,255	2,328	2,410	2,541	2,567	2,840	2,576	2,435	2,175	2,156	1,950	1,605	1,860	2,249	1,966	1,727	1,413	1,079	1,200
Investment Banking	3,541	3,101	3,455	3,610	3,744	3,246	3,793	3,191	3,565	3,977	4,030	3,915	3,077	4,546	3,950	3,621	3,120	2,672	2,185
Fixed Income Trading	2,120	2,282	1,298	1,021	1,439	1,466	1,644	1,791	1,176	1,064	1,173	2,109	1,045	698	806	706	595	787	869
Equity Trading	174	-2,937	2,369	-331	129	8	243	153	118	-1	267	459	-11	460	811	554	644	667	340
Net Interest	1,944	2,345	2,222	1,500	1,070	864	839	536	1,131	1,376	1,053	914	1,894	1,794	1,571	1,179	1,042	1,016	938
Fees	9,882	9,104	8,285	7,240	5,999	5,343	4,614	3,659	3,207	3,094	2,721	2,386	2,625	2,636	2,146	1,704	1,404	1,141	1,042
Other	2,239	1,438	1,545	1,110	1,356	6,323	5,597	4,732	4,226	3,904	3,725	3,858	2,995	3,310	2,746	2,173	1,902	1,422	1,570
Operating Profit (Loss)																			
Industry	9,042	7,559	7,319	6,479	6,335	4,228	4,866	3,986	3,806	4,273	4,789	5,987	3,914	6,382	5,765	4,315	3,553	3,321	2,735
Integrated Firms	7,030	6,291	5,898	5,322	5,241	3,327	3,572	3,308	3,219	3,212	3,126	4,782	2,722	3,985	3,725	2,996	2,503	2,576	1,698
Institutional Firms	1,090	655	781	656	957	775	965	541	605	839	1,440	1,025	947	1,790	1,485	967	754	629	843
Domestic	372	128	285	239	365	223	365	181	321	444	1,008	635	484	1,000	795	539	338	280	264
Foreign	718	527	496	417	591	552	601	360	284	395	433	390	463	790	691	428	416	307	579
Retail Brokerage Firms	922	615	634	395	319	212	329	137	-18	221	222	180	245	606	554	352	296	158	194
Introducers	271	211	200	68	143	107	141	104	-3	170	107	57	216	339	343	207	146	63	64
Full Operations	651	404	435	327	176	105	188	33	-15	51	118	123	29	267	211	145	151	95	130
Operating Profit (Loss) (% of Total)																			
Integrated Firms	78%	83%	81%	82%	83%	79%	73%	79%	85%	75%	65%	80%	70%	62%	65%	69%	70%	78%	62%
Institutional Firms	12%	9%	11%	10%	15%	18%	20%	16%	16%	20%	30%	17%	24%	28%	26%	22%	21%	19%	31%
Domestic	4%	2%	4%	4%	6%	5%	7%	3%	8%	10%	21%	11%	12%	16%	14%	12%	10%	8%	10%
Foreign	8%	7%	7%	6%	9%	13%	12%	13%	7%	9%	7%	7%	12%	12%	12%	10%	12%	9%	21%
Retail Brokerage Firms	10%	8%	9%	6%	5%	5%	7%	4%	0%	5%	5%	3%	6%	9%	10%	8%	8%	5%	7%
Introducers	3%	3%	3%	1%	2%	3%	3%	2%	0%	4%	2%	1%	6%	5%	6%	5%	4%	2%	2%
Full Operations	7%	5%	6%	5%	3%	2%	4%	2%	0%	1%	2%	2%	1%	4%	4%	3%	4%	3%	5%

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