

# CANADA'S INVESTMENT INDUSTRY

## 2017 AT-A-GLANCE

An industry that provides strong underpinnings to the Canadian economy

### ADVISORS & ACCOUNTS

9,999

Full-Service Brokerage Advisors

6,615,000

Full-Service Brokerage Accounts



Source: Investor Economics, Retail Brokerage Report

\$1.5 T

INVESTMENT ASSETS  
UNDER ADMINISTRATION



\$80 billion



\$127 billion



\$376 billion

Source: Investor Economics, Retail Brokerage Report

6,721

BRANCH OFFICES



47% Ontario



18% B.C.



11% Quebec



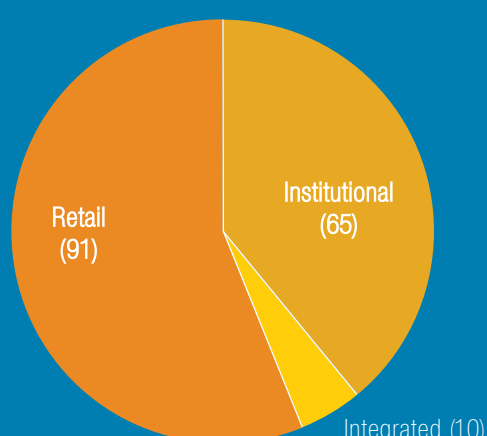
14% Alberta

10% Other

Source: IIROC Annual Report, as at March 31, 2017

166

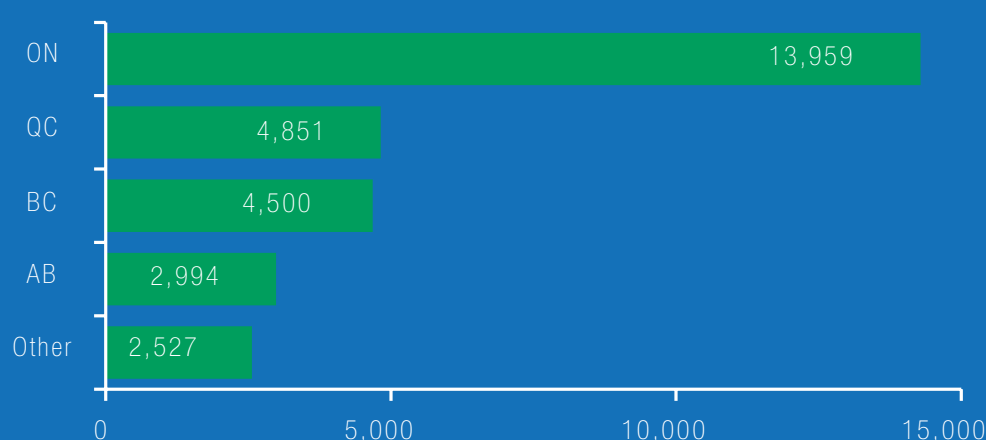
INVESTMENT DEALER FIRMS



Source: IIAC, Securities Industry Performance Report Q4 2017

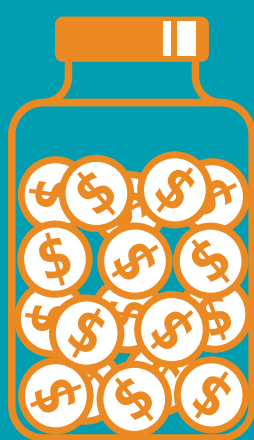
28,831

LICENSED PROFESSIONALS



Source: IIROC Annual Report, as at March 31, 2017

\$978 M  
PAID IN TAXES



Source: IIROC. Includes only income taxes and the tax component relating to the profit (loss) on discontinued operations for the period.

\$76.6 B IN ECONOMIC ACTIVITY  
GENERATED BY THE INDUSTRY

\$22.6\*  
billion

Securities  
industry firms

+

\$32.8  
billion

Their suppliers

+

\$21.2  
billion

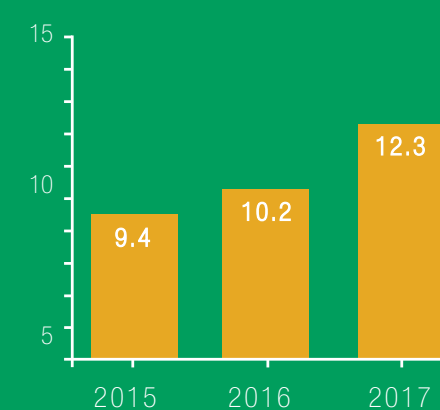
Spending by  
employees of firms  
& their suppliers

Source: IIAC calculations based on Statistics Canada data

\*Measured in real GDP, based on 2007 chained dollar

DOMESTIC DEBT  
TRADING

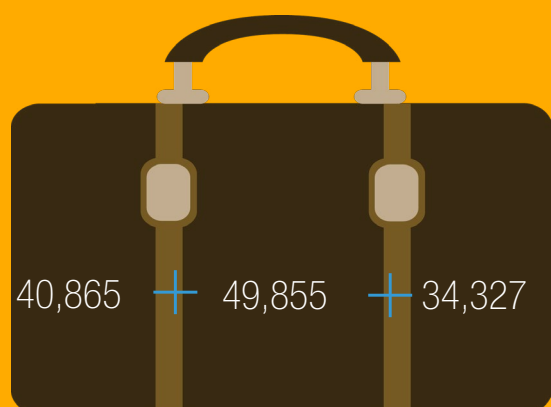
In \$ trillions



Source: Market Trade Reporting System

125,047

JOB'S ATTRIBUTED  
TO THE INDUSTRY



40,865

+

49,855

+

34,327

Employment  
by securities  
industry firms

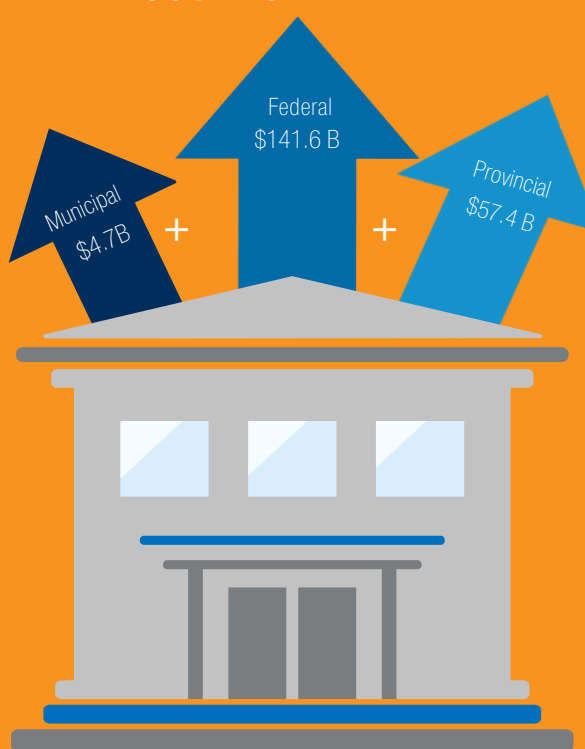
Employment  
by their  
suppliers

Employment of  
other firms due  
to spending by  
employees

Source: IIAC calculations based on IIROC and Statistics Canada data

HELPED GOVERNMENTS RAISE

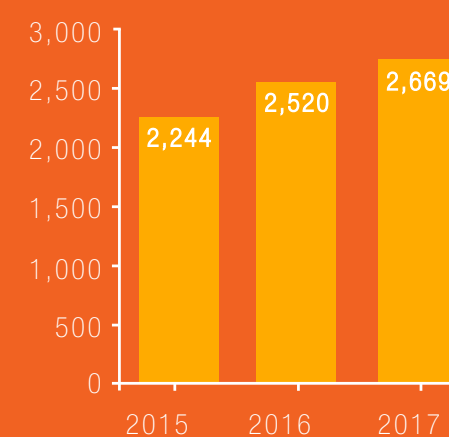
\$203.8 B  
THROUGH DEBT ISSUANCE



Source: Bank of Canada

EQUITY TRADING

Shares traded (in \$ billions on  
TSX, TSXV, ATS)



Source: IIROC

### OTHER FINANCINGS: 2017

- Helped companies go public, raising **\$5.1 BILLION** in initial public offerings for expansion, purchase of machinery and equipment or funding R&D.
- Helped listed Canadian businesses raise **\$77.1 BILLION** in equity capital in secondary offerings in public and private markets, enabling them to grow, expand and stimulate demand for goods and services in the economy.
- Enabled Canadian businesses to raise **\$108.1 BILLION** by issuing corporate bonds to finance operations. These bonds provided Canadian investors a steady flow of income and capital preservation.

Source: PwC Canada, Survey of Canadian Equity Markets; Bank of Canada