



INVESTMENT INDUSTRY ASSOCIATION OF CANADA  
ASSOCIATION CANADIENNE DU COMMERCE DES VALEURS MOBILIÈRES

# CANADA'S SECURITIES INDUSTRY

## 2014 AT-A-GLANCE

### ADVISORS & ACCOUNTS

10,186

Full-Service Brokerage Advisors



6,028,000

Full-Service Brokerage Accounts



Source: Investor Economics, Retail Brokerage Report

### INVESTMENT ASSETS UNDER ADMINISTRATION

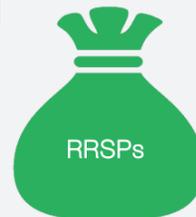
\$1.3 trillion



RRIFs  
\$38 billion



TFSAs  
\$94 billion



RRSPs  
\$300 billion

Source: Investor Economics, Retail Brokerage Report

### BRANCH OFFICES: 6,679



46% Ontario

18% B.C.



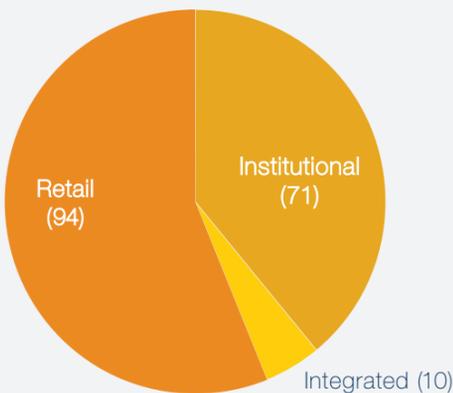
14% Alberta

11% Quebec

11% Other

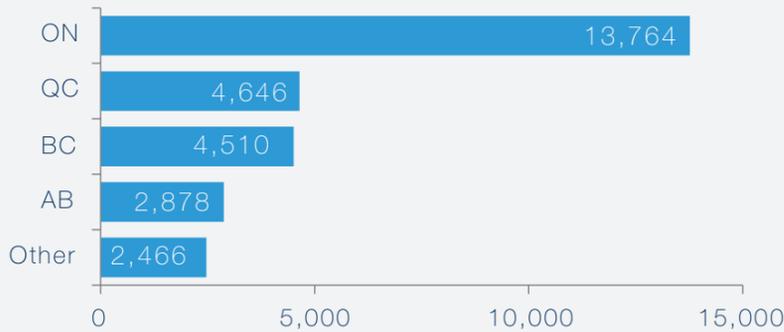
Source: IIROC Annual Report

### NUMBER OF INVESTMENT DEALERS: 175



Source: IIAC, Securities Industry Performance Report Q4 2014

### LICENSED PROFESSIONALS: 28,264



Source: IIROC Annual Report

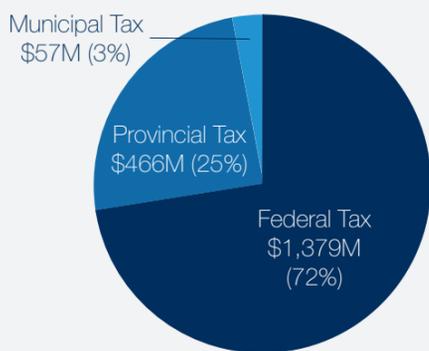
### \$132 million

IN CHARITABLE DONATIONS  
to the benefit of communities across the country



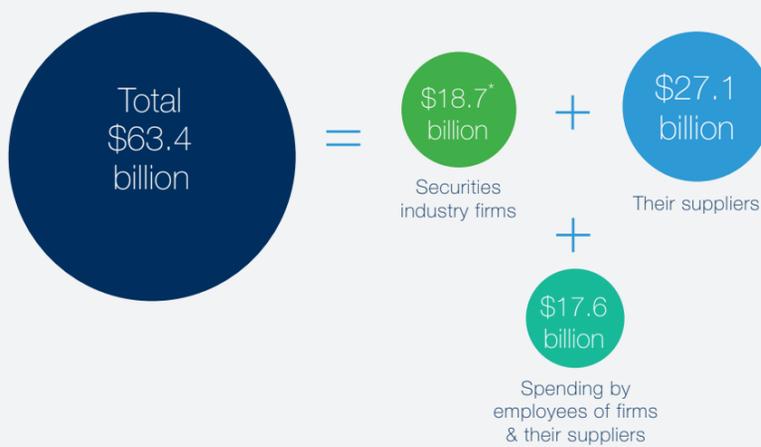
Source: IIAC survey

### PAID \$1.9 billion IN BUSINESS TAXES



Source: IIAC survey

### ECONOMIC ACTIVITY GENERATED BY THE INDUSTRY

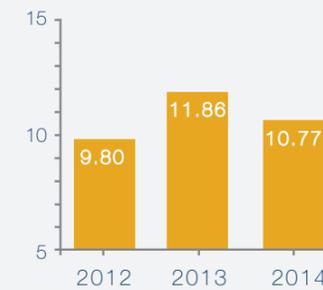


Source: IIAC calculations based on Statistics Canada data

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

### DOMESTIC DEBT TRADING

In \$ trillions



Source: Market Trade Reporting System

### SMALL BUSINESS FINANCING: \$23.6 billion\* 2010-2014



Source: IIAC; TSXV; Infomart

\*Small business financing refers to financing activities under \$20 million.

### CONTRIBUTION TO CANADA'S EMPLOYMENT: 122,149 JOBS =

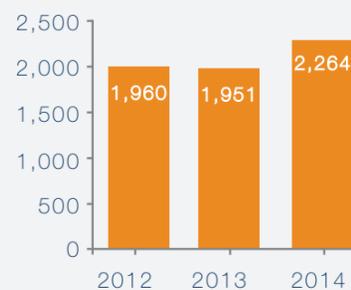


Employment by securities industry firms  
Employment by their suppliers  
Employment of other firms due to spending by employees

Source: IIAC calculations based on IIROC and Statistics Canada data

### EQUITY TRADING

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



Source: IIROC

### OTHER FINANCINGS: 2014

- Helped companies go public, raising **\$3.5 billion** in initial public offerings for expansion, purchase of machinery and equipment or funding R&D.
- Helped listed Canadian businesses raise **\$42.8 billion** in equity capital in secondary offerings in public and private markets enabling them to grow and expand which stimulated demand for goods and services in the economy.
- Enabled Canadian businesses to raise **\$85.8 billion** by issuing corporate bonds to finance operations. These bonds provided Canadian investors a steady flow of income and capital preservation.
- Helped federal, provincial and municipal governments raise **\$164.2 billion** to fund improvements to public infrastructure and other services valued by Canadians.

Source: Investor Economics; Statistics Canada; CVCA

\*\*All units are in Canadian dollars unless otherwise indicated. Figures are based on 2014 calendar year.