

Securities Industry Performance and Current IIAC Initiatives

FAS Conference

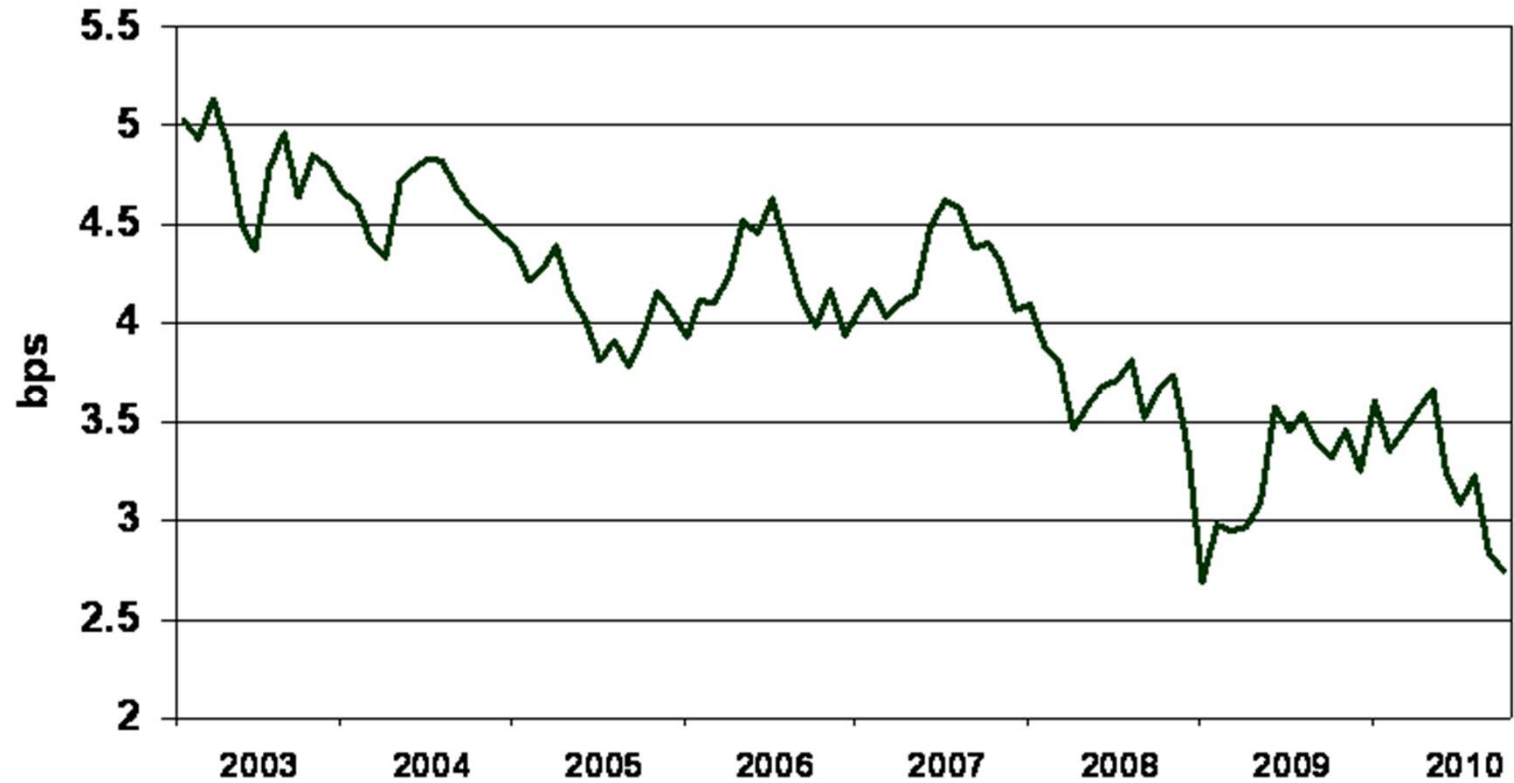
June 11, 2011



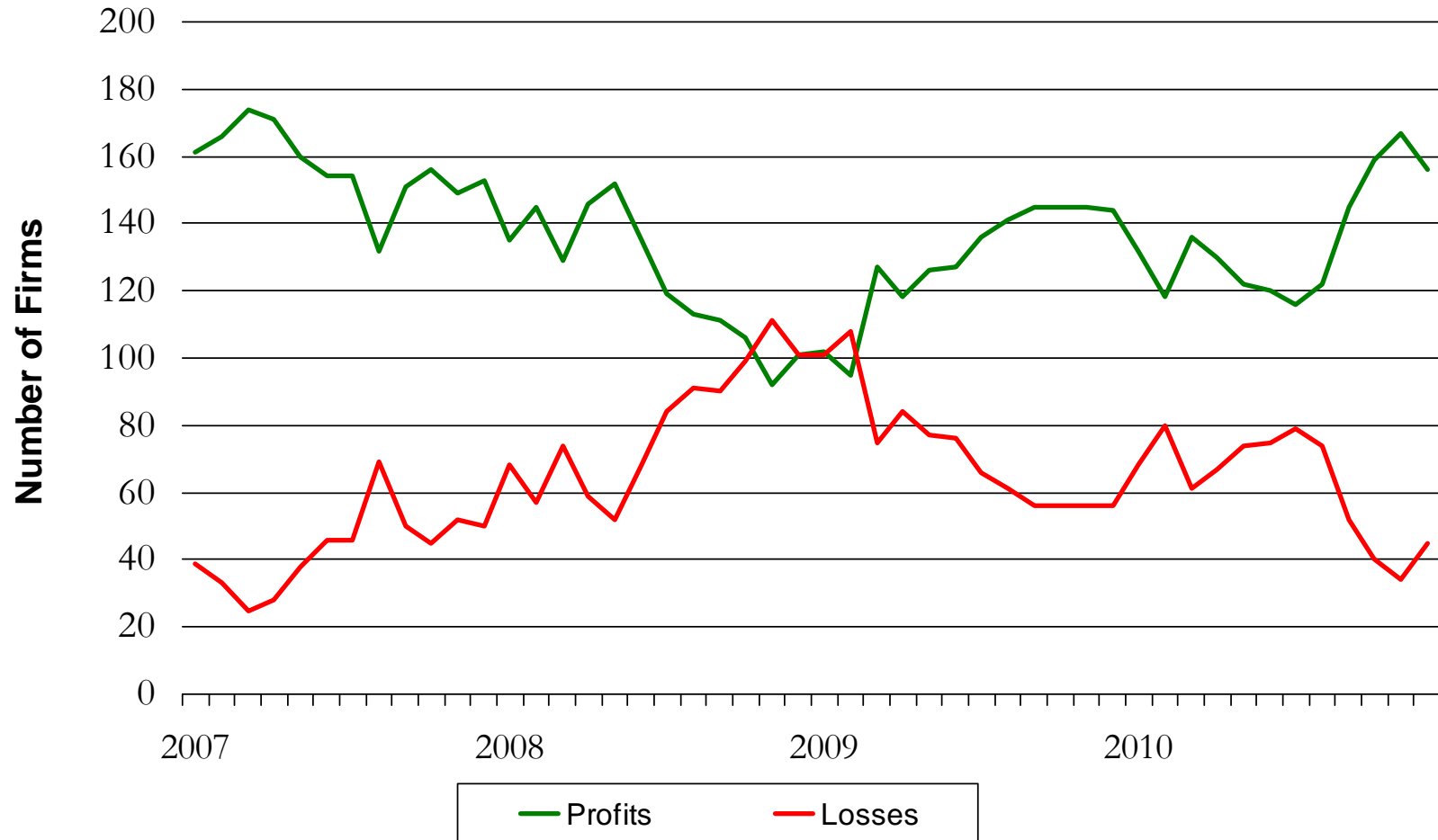
S&P/TSX Index annual return



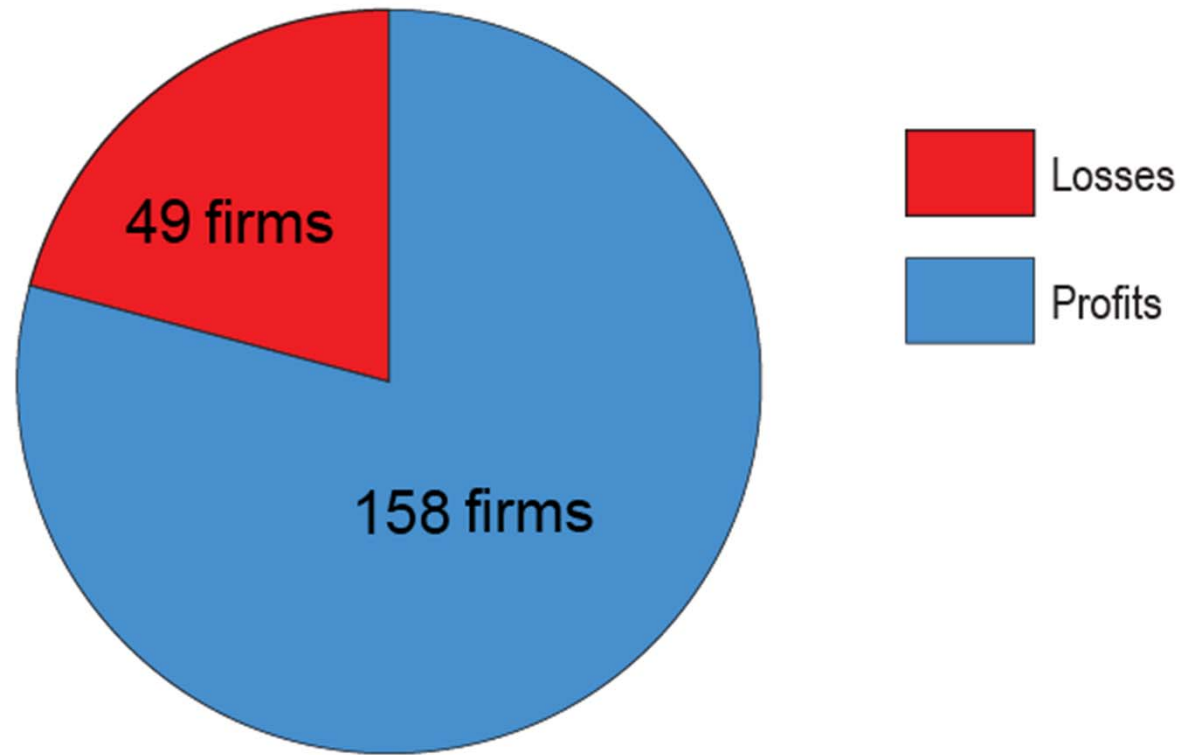
Yield on 10-year Canada Bonds



Number of Firms with Profits & Losses

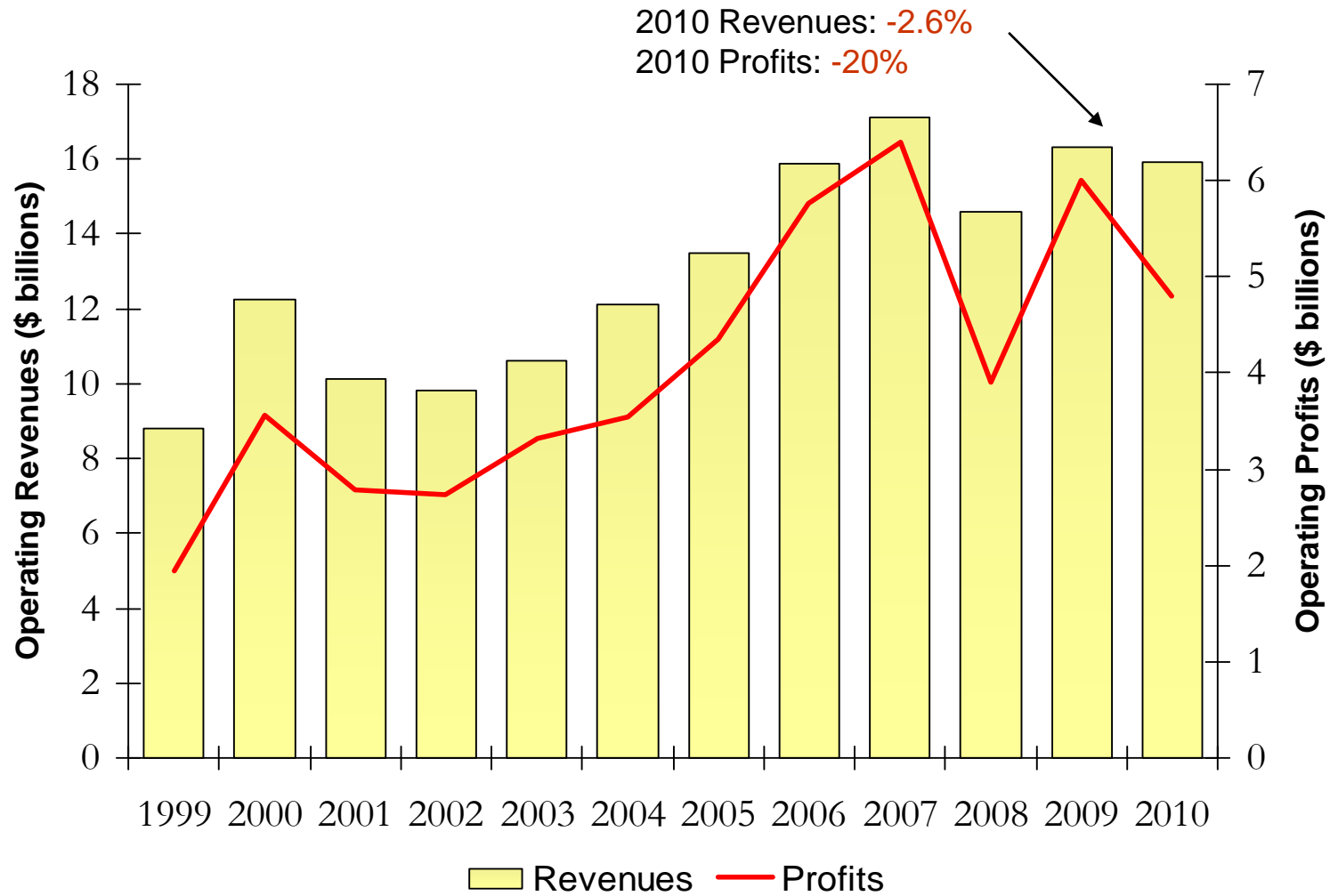


Number of Firms with Operating Profits & Losses

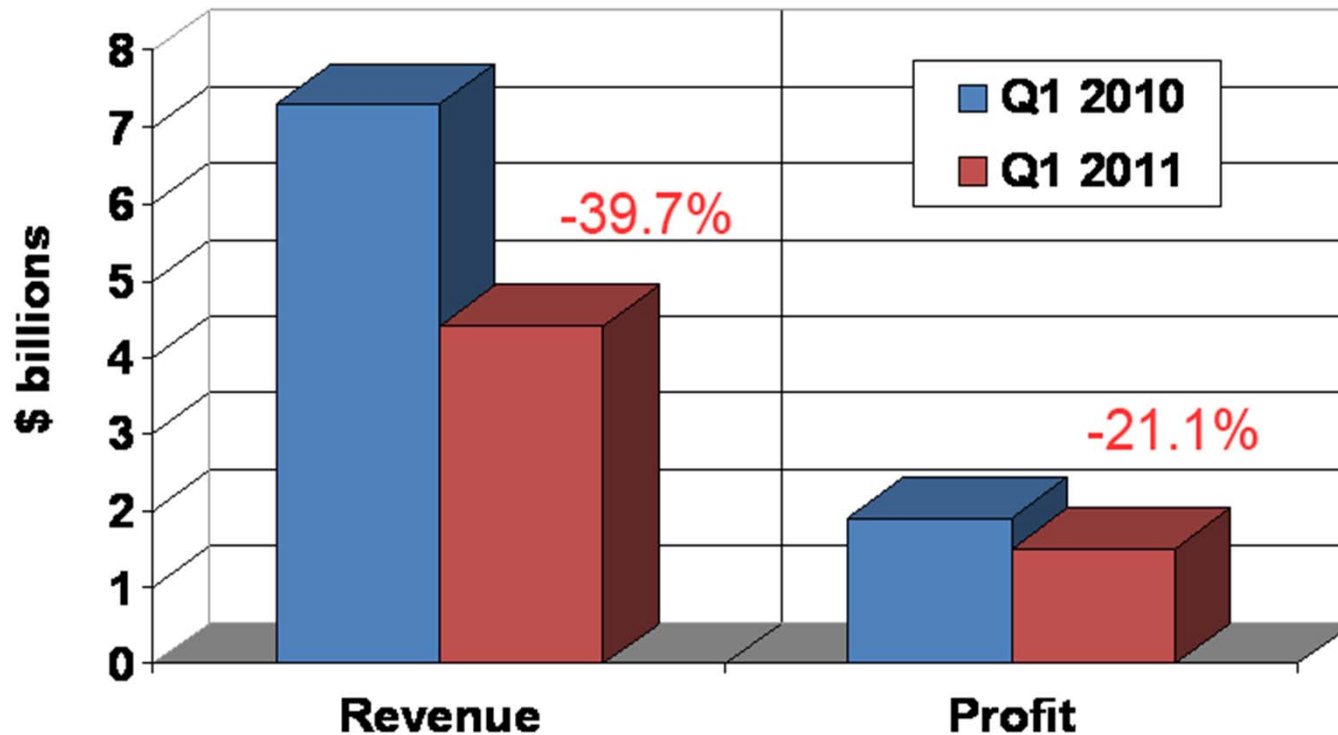


2010

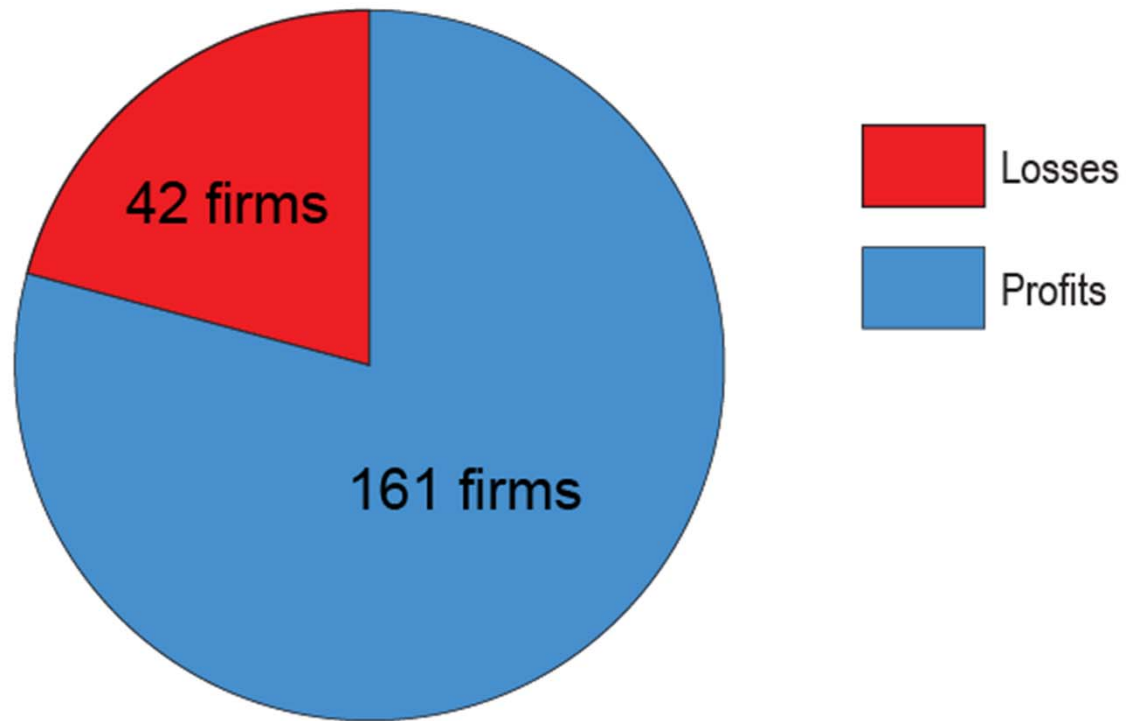
Industry Operating Revenues and Profits



Industry Q1 2010/2011 Operating Revenues and Profits

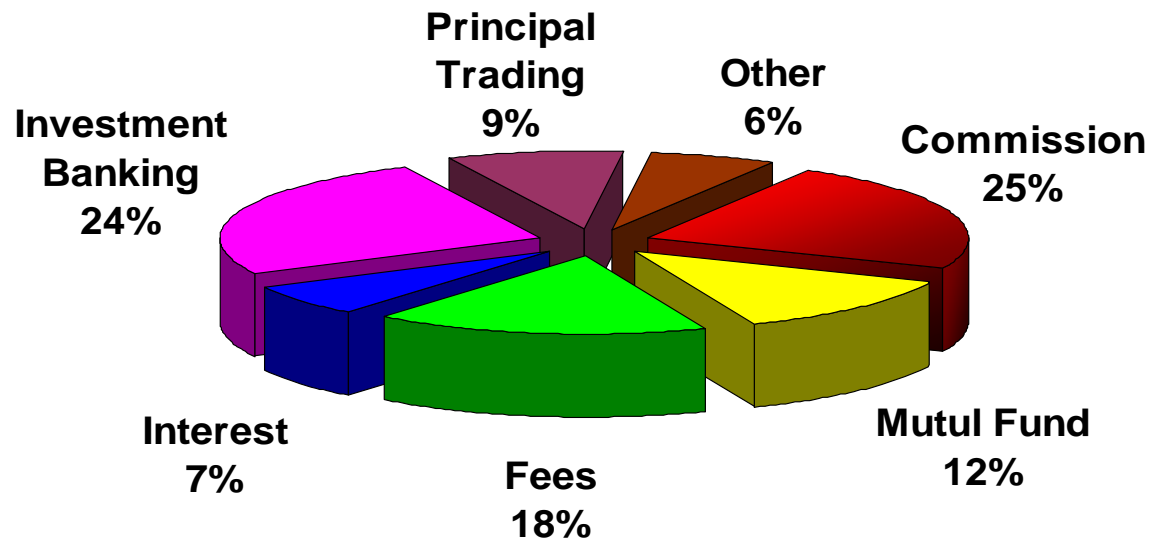


Number of Firms with Operating Profits & Losses



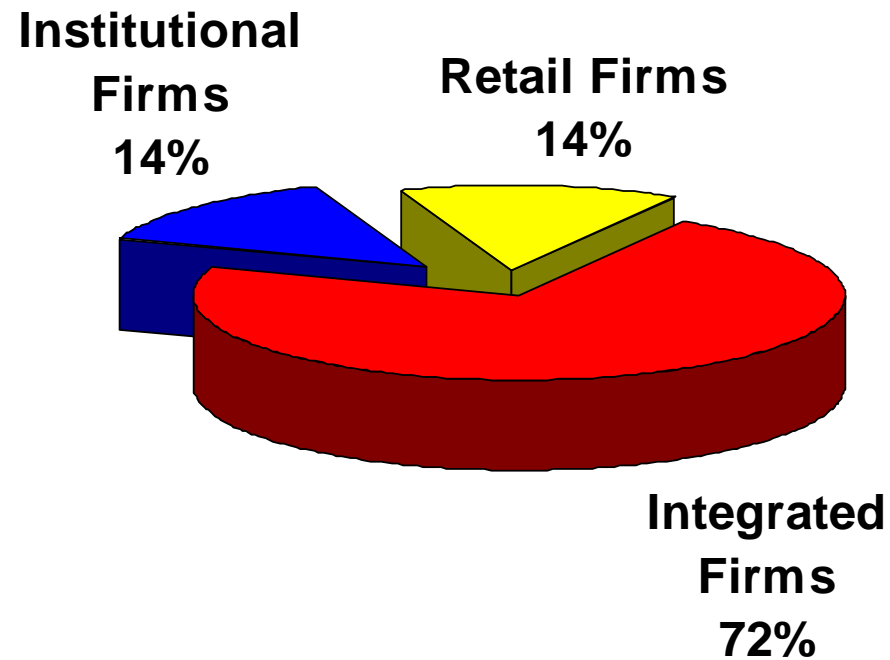
Q1 2011

Industry Revenues by Business Line 2010

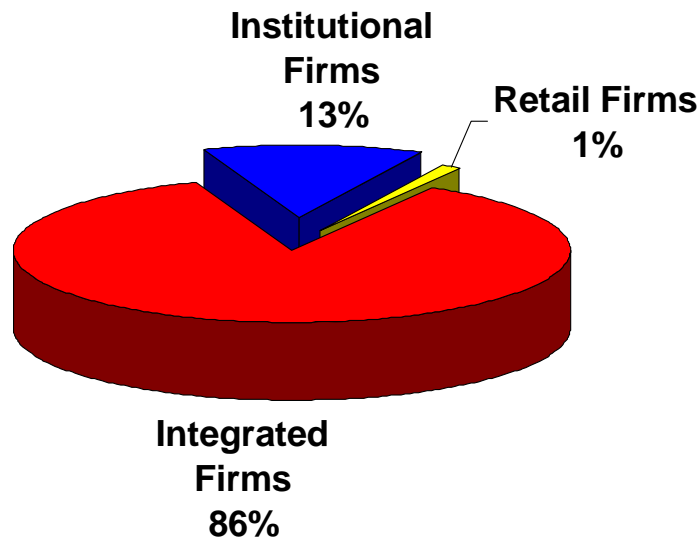


Industry Revenue Broken by Dealer Category

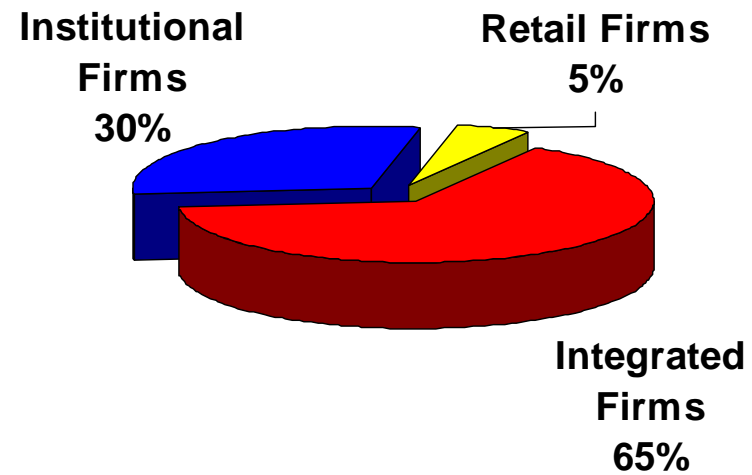
2010



Industry Profits Broken by Dealer Category



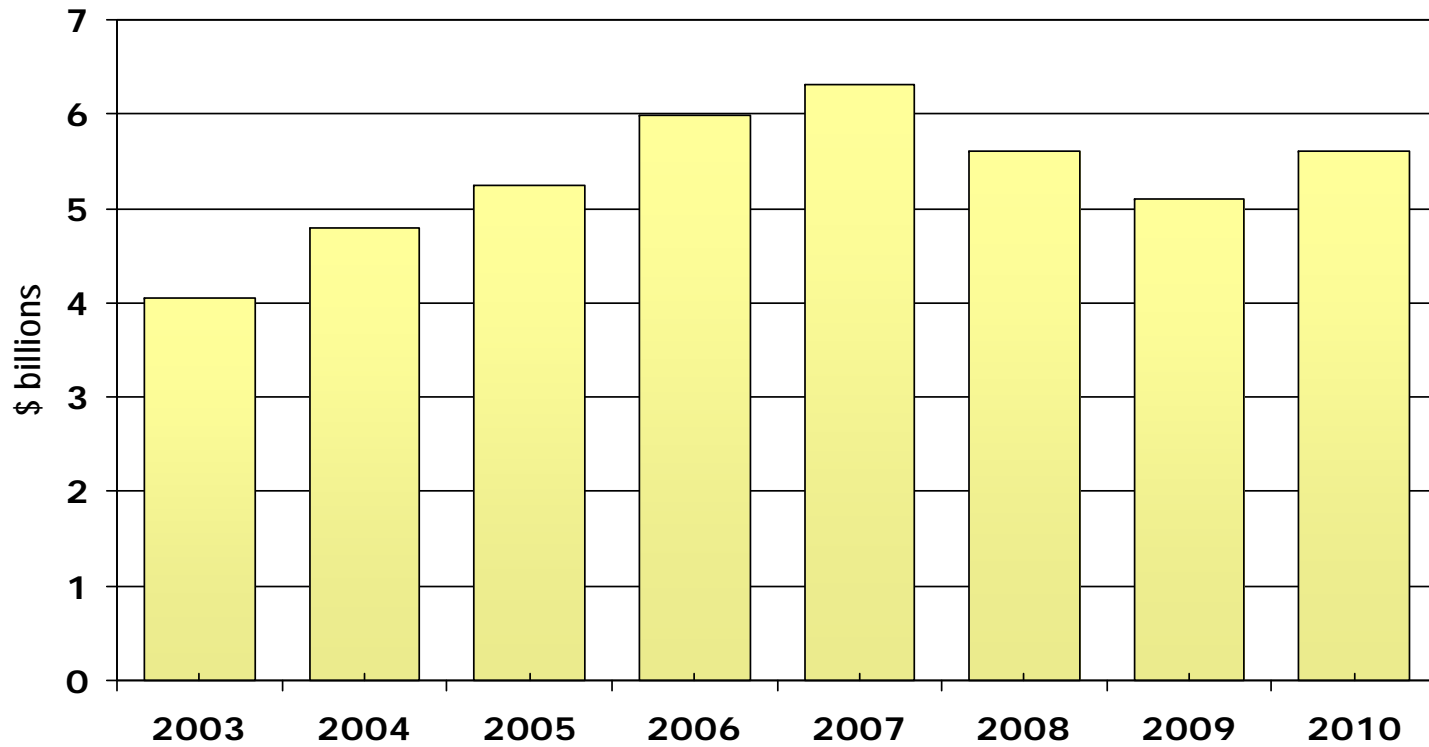
2001



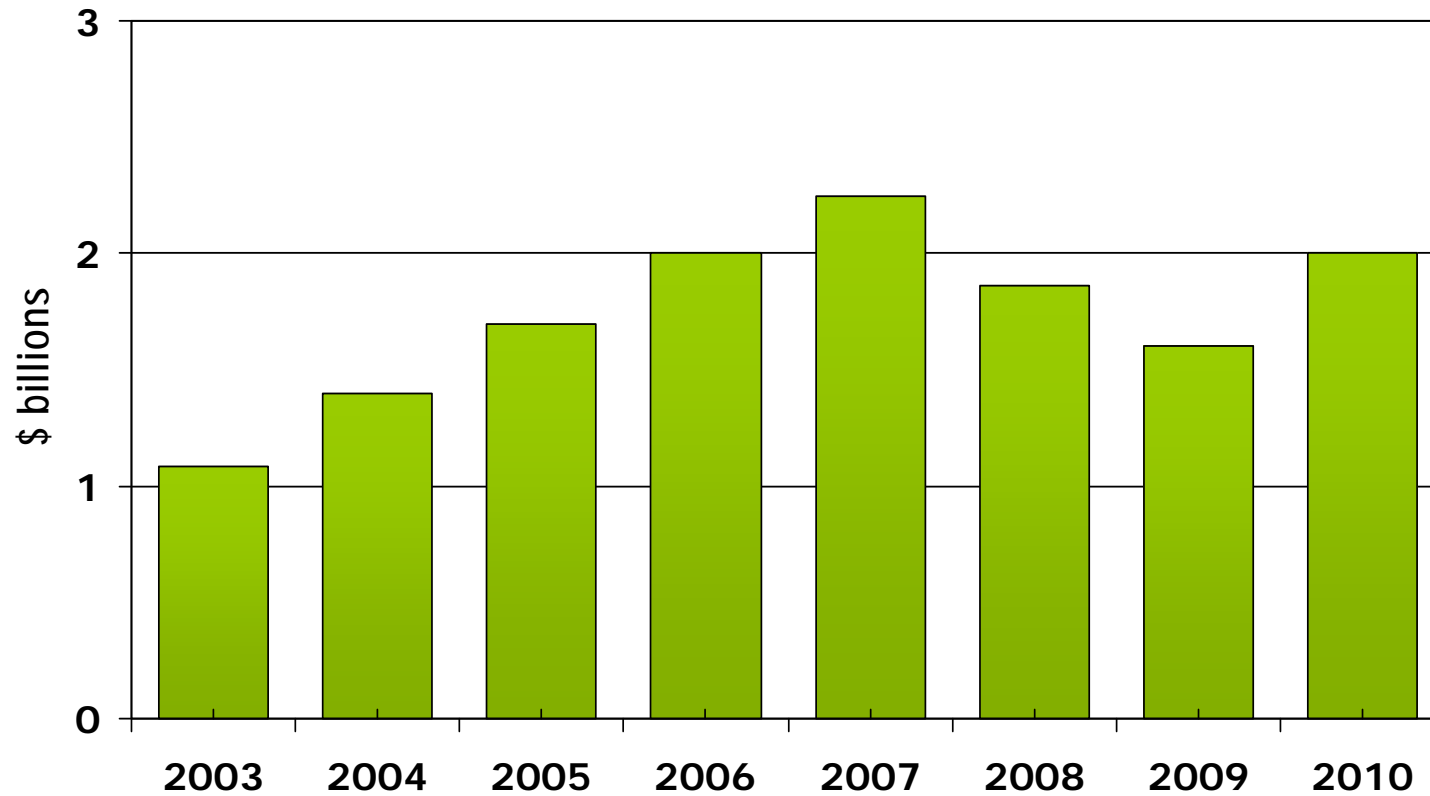
2010

Commission Revenue

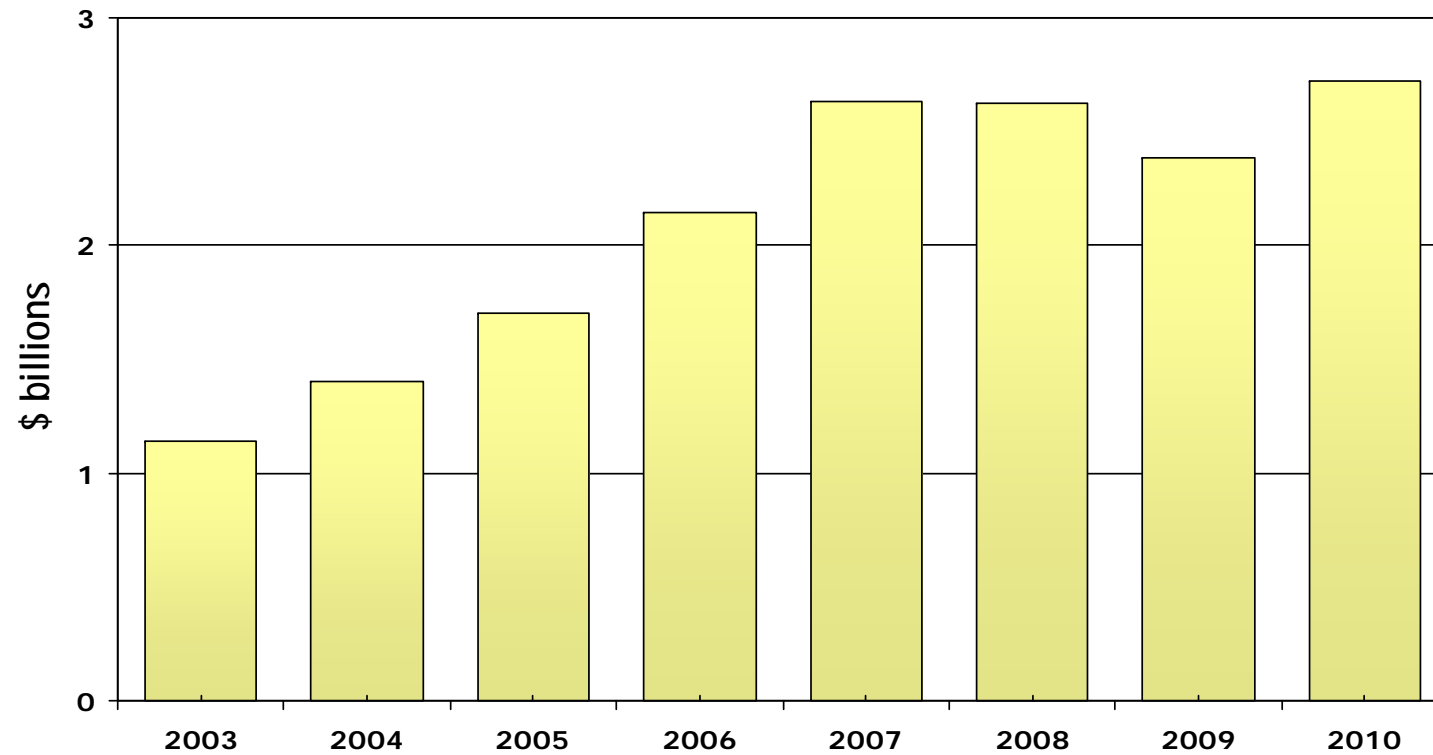
(including mutual fund sales)



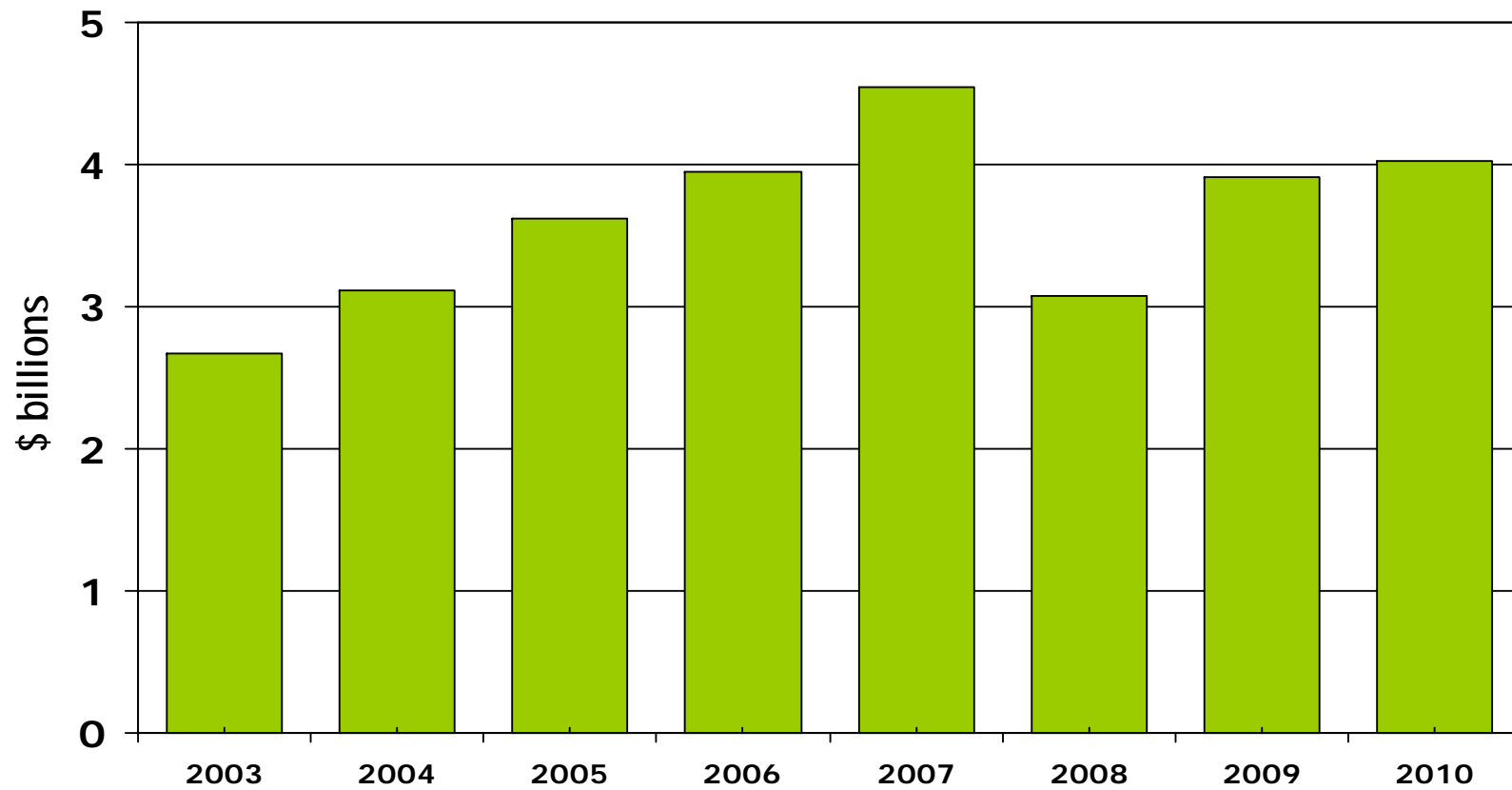
Mutual Fund Revenues



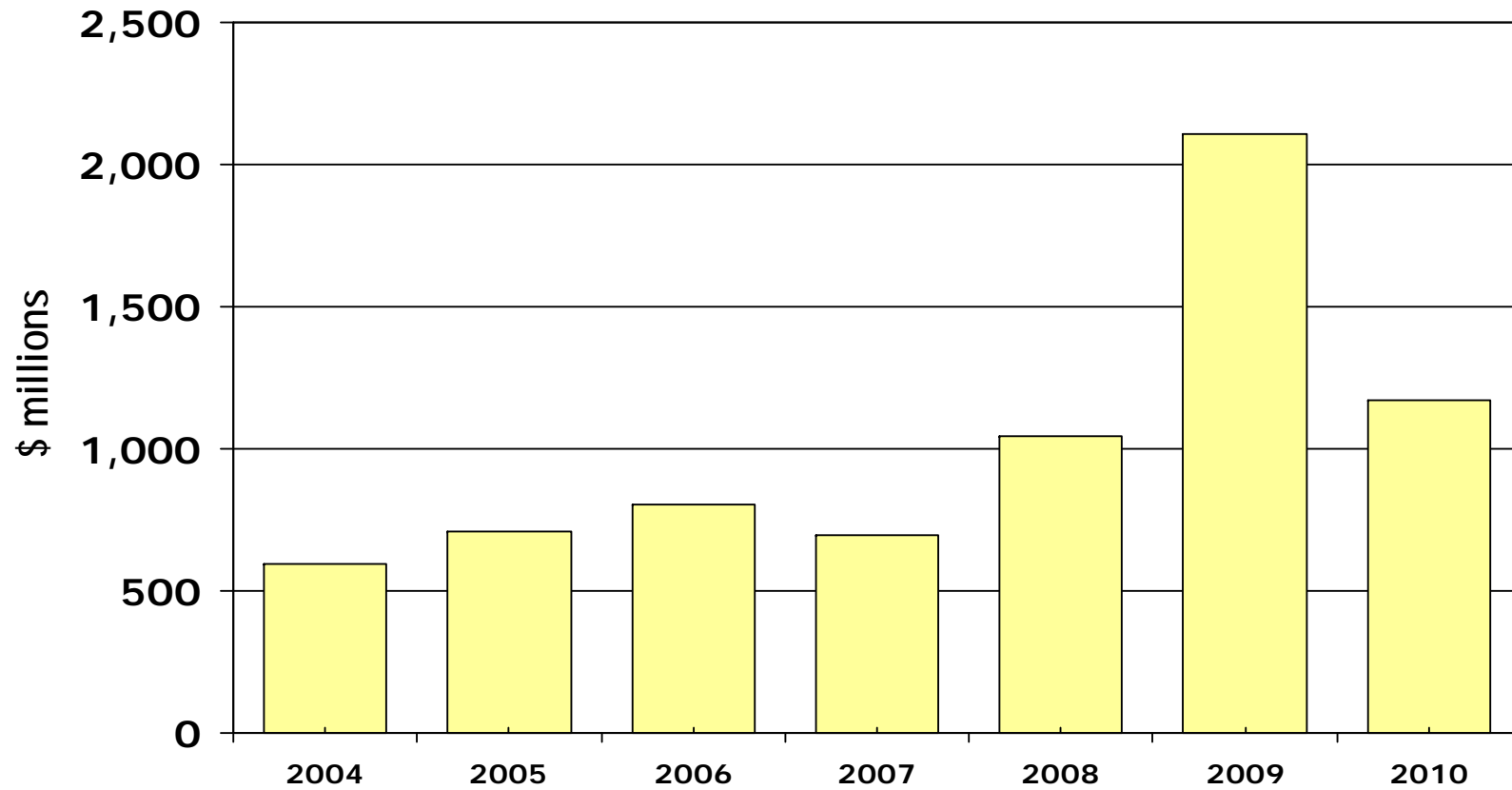
Fee Revenue



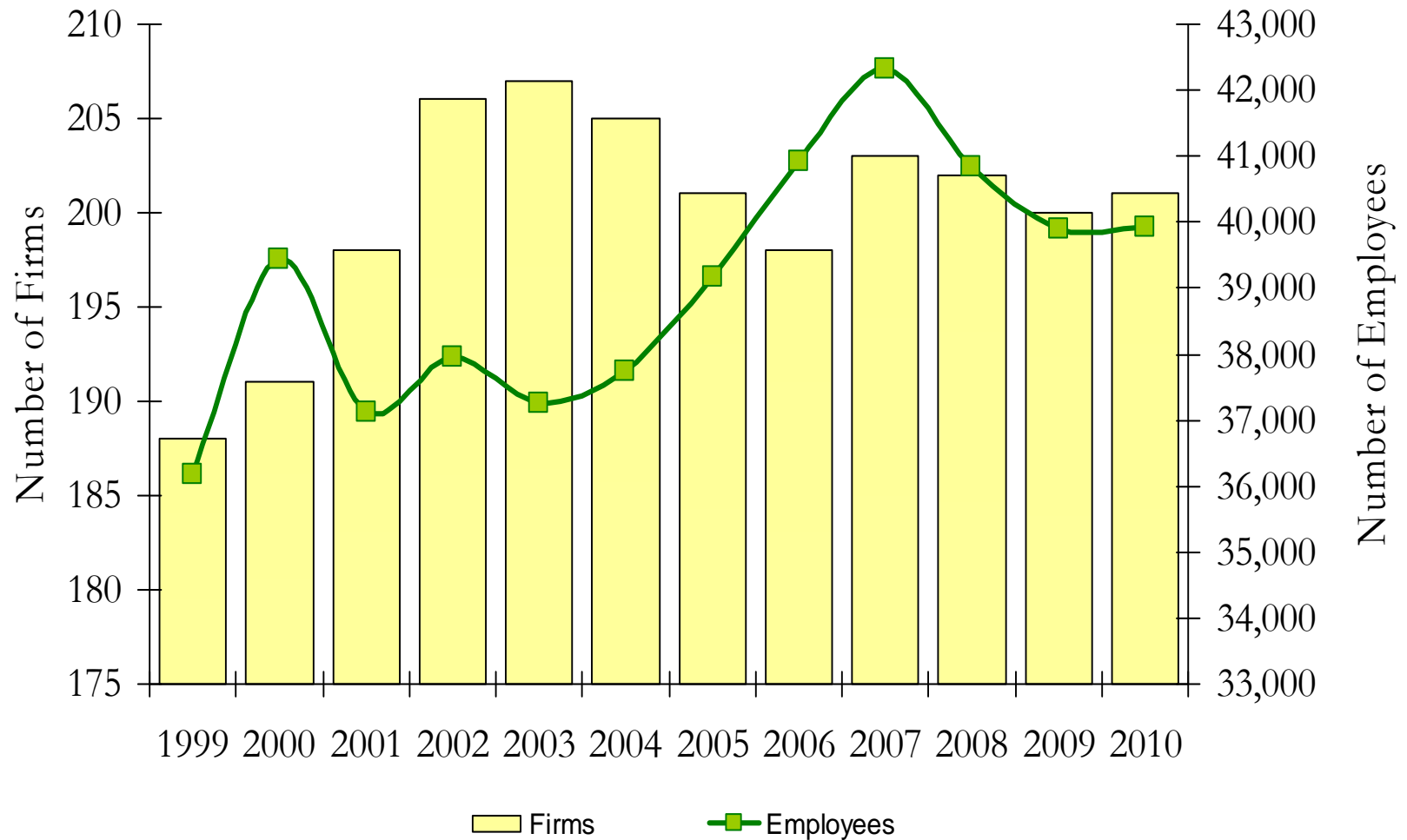
Investment Banking Revenue



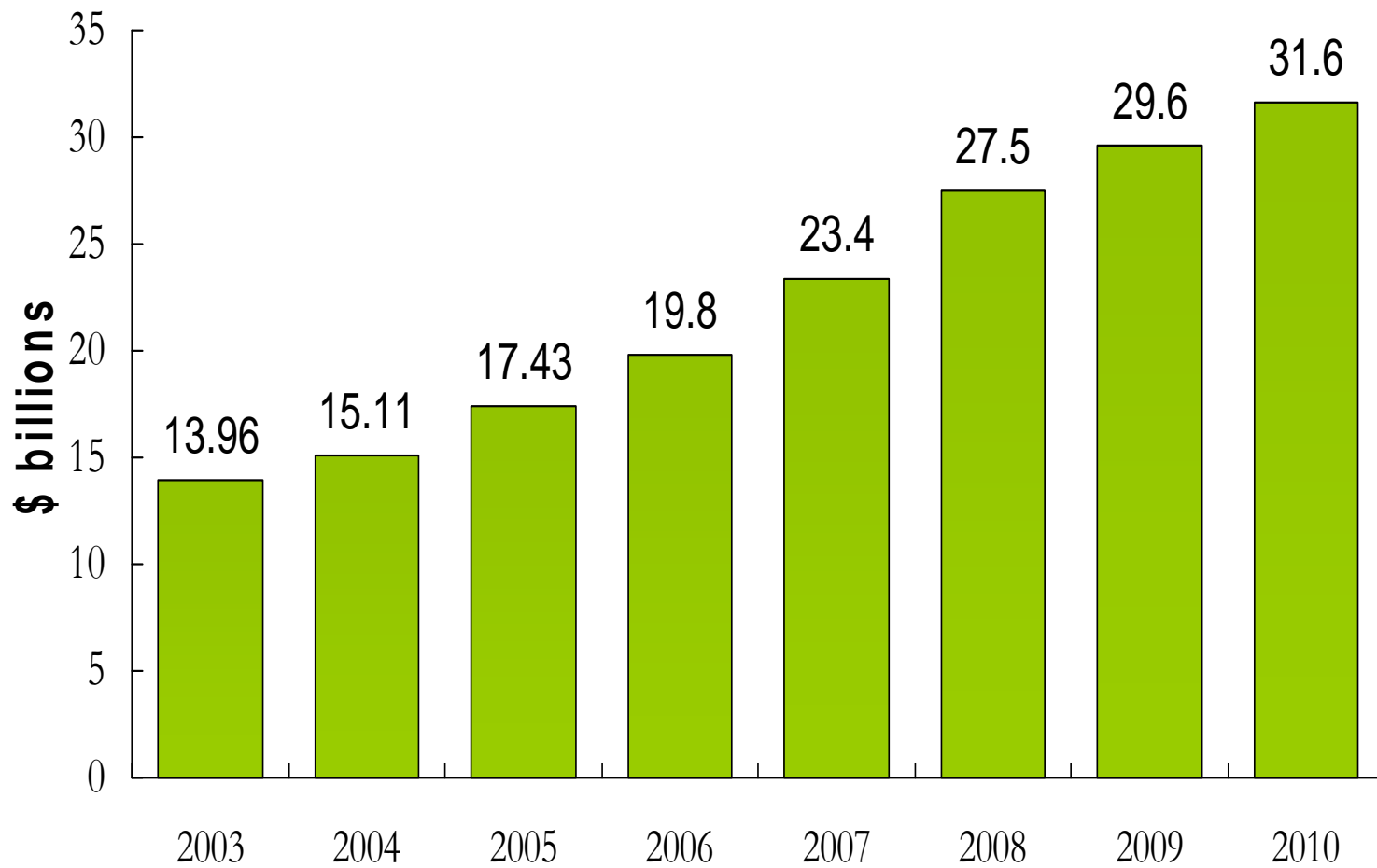
Fixed Income Trading Revenue



Industry Employment

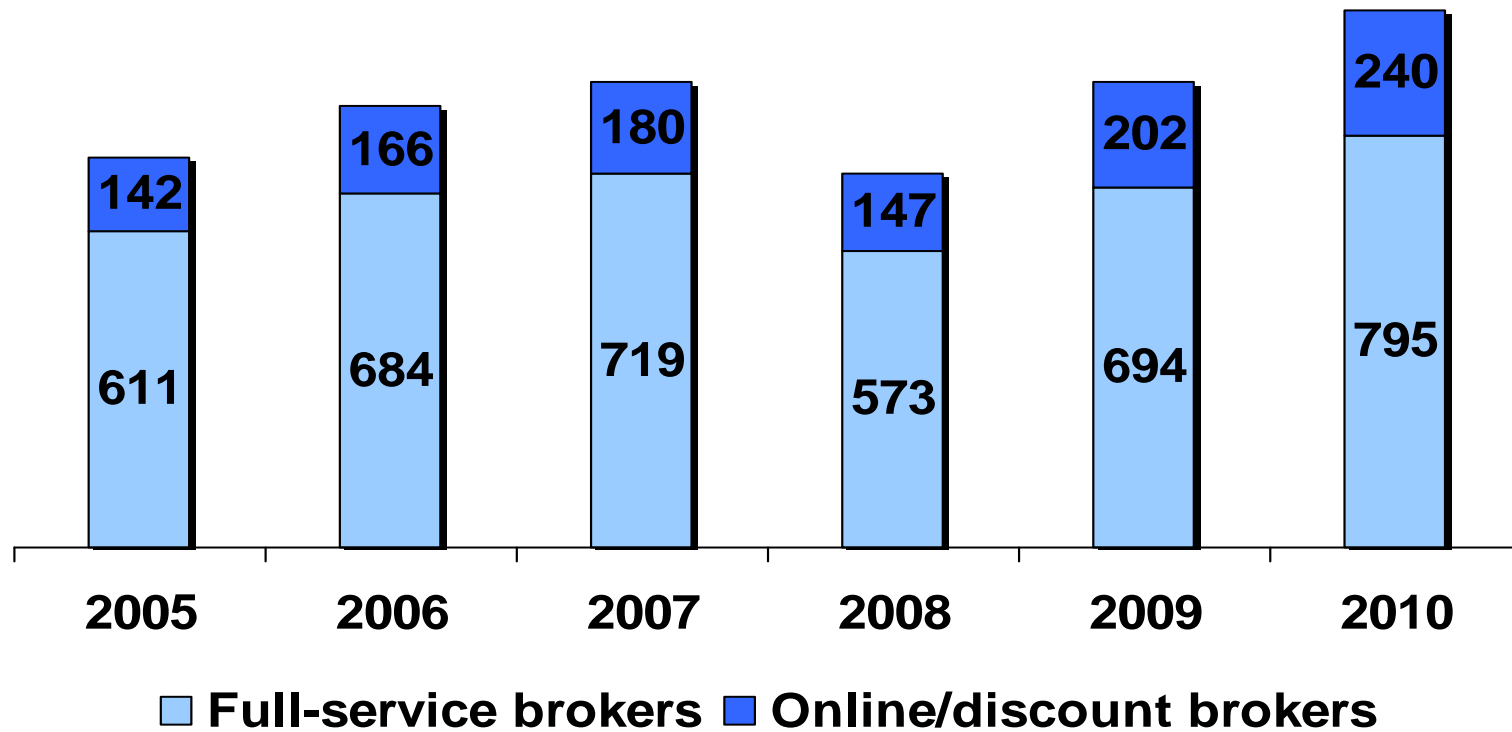


Regulatory Capital



Retail Client Assets in Brokerage Industry

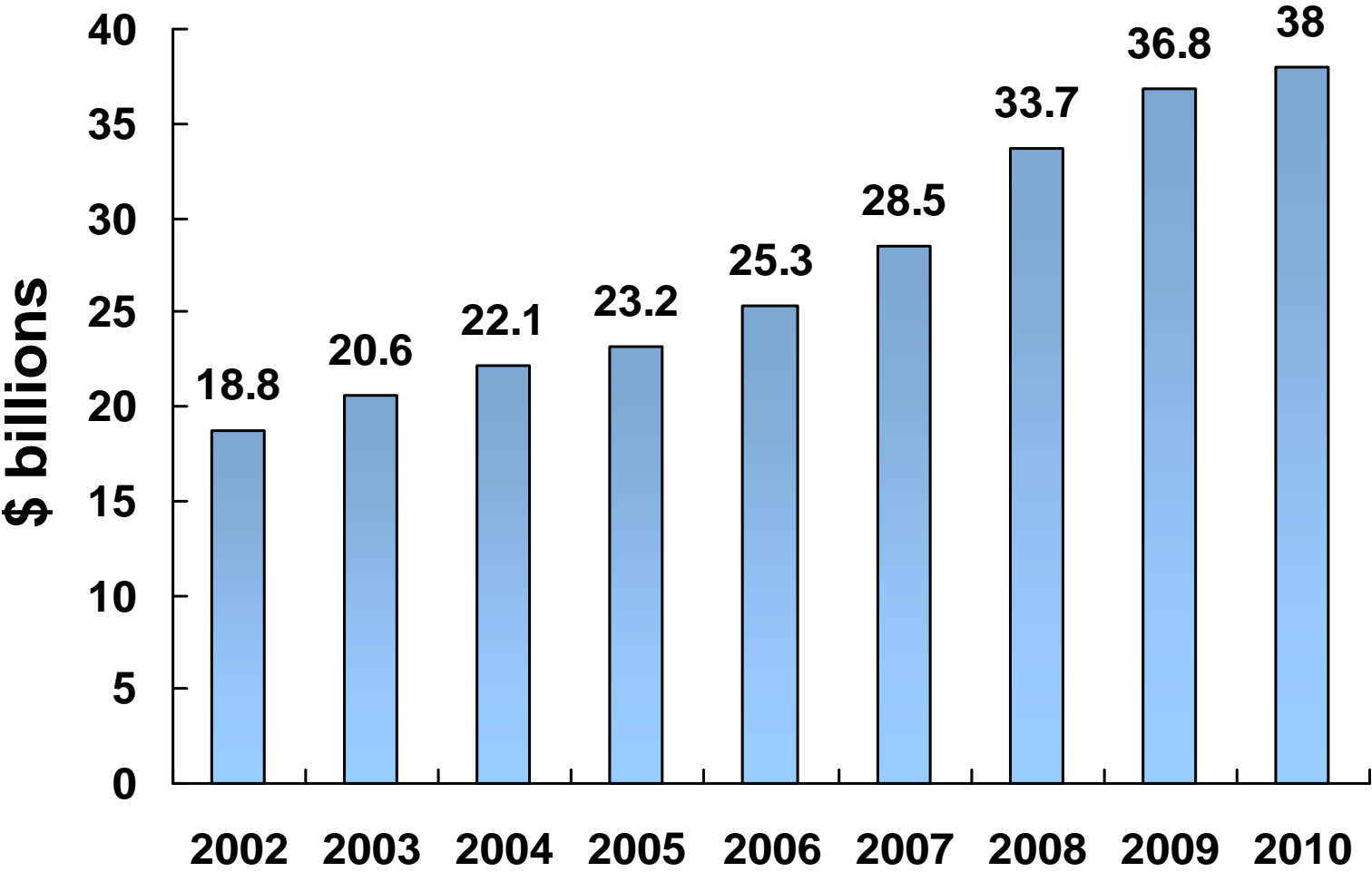
(C\$ billions)



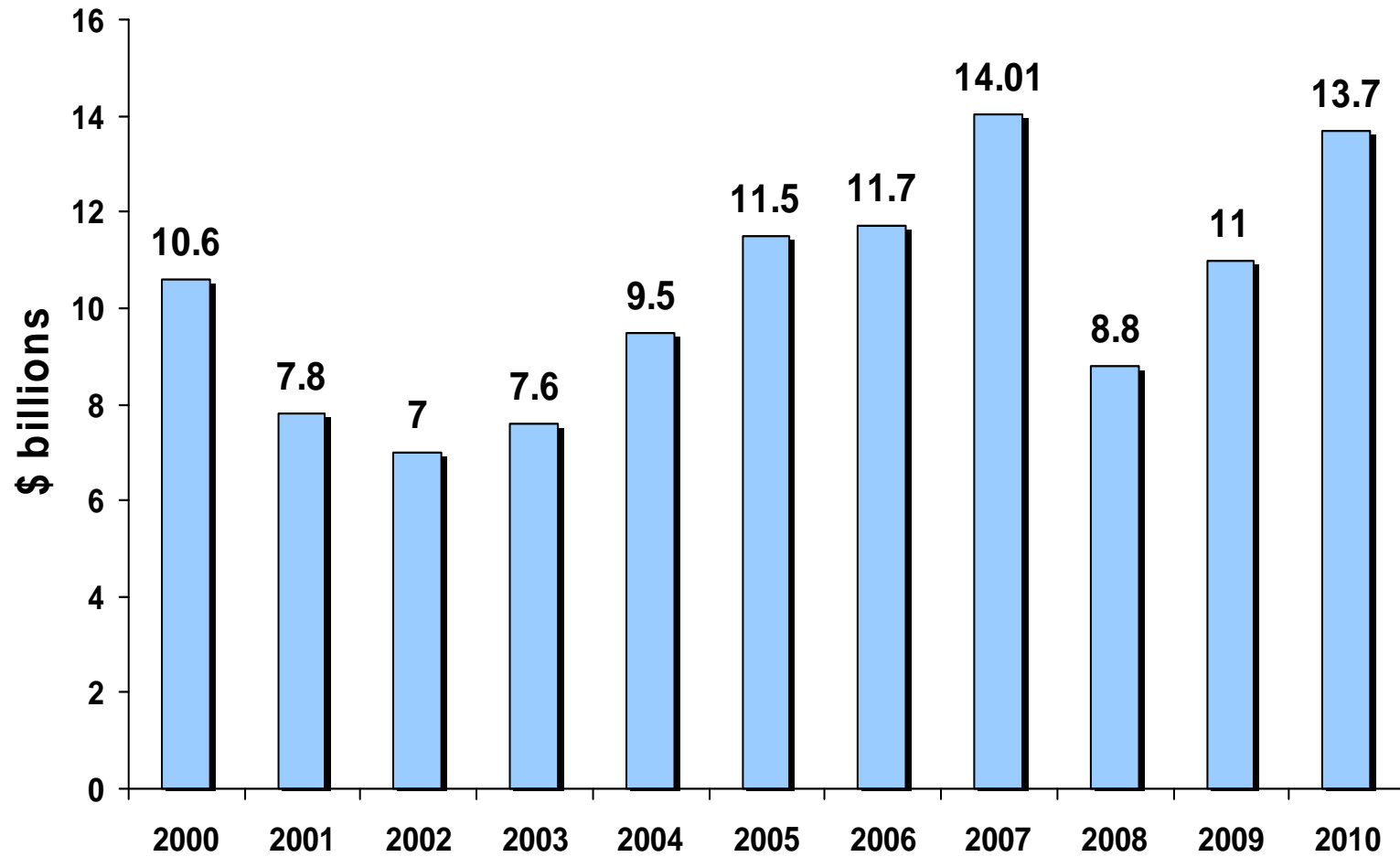
Source: Investor Economics



Client Cash Holdings



Client Margin Debt



Industry Outlook

- Volatile Markets lead to Volatile Earnings
- Investor Confidence tested again
- Revenues and margins under pressure
- Cost containment focus
- Industry Challenge: Dealing with volume of new regulations

IIAC Advocacy and Member Support Initiatives

- Marketplace Data Fees
- Foreign Account Tax Compliance Act (FATCA)
- OBSI
- Responding to New Marketplace Regulations
- Legal Entity Identifiers (LEI)
- Fixed Income Central Counter Party Facility
- Image and Profile

Visit www.iiac.ca for complete IIAC activity updates



Questions?

