

**IFIC**

THE INVESTMENT  
FUNDS INSTITUTE  
OF CANADA

L'INSTITUT DES FONDS  
D'INVESTISSEMENT  
DU CANADA

# IFIC INDUSTRY OVERVIEW

March 2017



Data for the report was comprised of data from the following companies who report to IFIC:

AGF Investments Inc.	Manulife Mutual Funds
ATB Investment Management Inc.	MD Management Limited
BlackRock Asset Management Canada Ltd.	OceanRock Investments
BMO Financial Group	National Bank Securities
Bridgehouse Asset Managers <sup>6</sup>	NGAM Canada L.P.
Bullion Management Group Inc.	Norrep Funds
Caldwell Investment Management Ltd.	Northwest & Ethical Investments L.P.
Canoe Financial	PIMCO Canada Corp. <sup>5</sup>
Capital International Asset Management (Canada) Inc. <sup>4</sup>	RBC Global Asset Management
CIBC Asset Management	Russell Investment Group
Counsel Portfolio Services Inc.	Scotia Global Asset Management <sup>2</sup>
Educators Financial Group Inc.	Sentry Investments
Fidelity Investments Canada ULC	Standard Life Mutual Funds Ltd.
Fiera Capital	Stone & Co. Limited
Fonds Desjardins	Tangerine Investment Funds
Franklin Templeton	TD Asset Management
Foresters Financial Investment Management	Tradex Management Inc.
Gestion Férique	
HSBC Global Asset Management (Canada) Limited	
IA Clarington Investments	
Investors Group Inc.	
Mackenzie Financial Corporation	

and from the following companies providing data to, or estimated by, Strategic Insight<sup>1</sup>:

A.P.M.	Front Street Capital	REA
Acker Finley	frontierAlt Fund Management	Redwood
Aston Hill Asset Management	Galileo Funds	Ridgewood Capital Asset Management
Barreau du Quebec	Gatehouse Capital	ROI Fund
Beutel Goodman	GBC	SEI Investments Canada
BluMont Capital	Goodwood	Sprott
Brigata	Highstreet	Steadyhand
Capital International	I.A. Michael	Sun Life Global Investments (Canada) <sup>3</sup>
CC&L Managed Portfolios	Integra Capital	Universal Savings Fund Mgmt. Value Partners
Chou Associates	Invesco Trimark	Vertex One Asset Management
CI Investments	JovFunds	Webb Asset Management
Cormel	Leith Wheeler	
Creststreet Asset Management	Lincluden	
Dimensional Fund Advisors Canada	Middlefield	
EdgePoint	Montrusco Bolton	
Excel Funds Management Inc.	PenderFund Capital Mgmt.	
First Asset	Smart Investments	
FMOQ	Prosperata	
Friedberg	QE Funds	
	Quebec Professionals	

<sup>1</sup> Strategic Insight provides the aggregated totals used in this file. Data is compiled from IFIC and other sources to comprehensively reflect the size and activity of the Canadian Retail Mutual Fund Industry.

<sup>2</sup> Scotia Asset Management has changed its name to Scotia Global Asset Management and now encompasses all Dynamic Mutual Funds. (Aug 2012)

<sup>3</sup> Sun Life Global Investments began reporting in March 2014

<sup>4</sup> Capital International Asset Management (Canada) Inc. began reporting in February 2014

<sup>5</sup> PIMCO Canada Corp. began providing data to IFIC as of March 2015

<sup>6</sup> Brandes Investment Partners has changed its name to Bridgehouse Asset Managers as of March 2015

# Table of Contents

<b>Table of Contents .....</b>	<b>3</b>
<b>Highlights .....</b>	<b>4</b>
<b>Top Line Metrics.....</b>	<b>5</b>
<b>Glossary of Terms.....</b>	<b>6</b>

## Highlights

### Overall Results for March 2017

- » Industry net sales for March 2017 were \$5.76 billion and year-to-date net sales were \$18.97 billion.
- » Long-term funds' net sales were \$5.29 billion and year-to-date net sales were \$18.89 billion.
- » Money Market funds' net sales were \$472 million and year-to-date net sales were \$80.5 million.

### Results by Broad Asset Class for March 2017

- Balanced funds' net sales in March 2017 totalled \$2.81 billion compared to net sales of \$5.22 billion last month. Year-to-date net sales for balanced funds totalled \$10.34 billion compared to net sales of \$8.91 billion for the same period last year.
- Bond funds' net sales in March 2017 totalled \$1.70 billion compared to net sales of \$1.37 billion last month. Year-to-date net sales for bond funds totalled \$3.90 billion compared to net sales of \$1.71 billion for the same period last year.
- Equity funds' net sales in March 2017 totalled \$0.57 billion compared to net sales of \$2.23 billion last month. Year-to-date net sales for equity funds totalled \$3.86 billion compared to net sales of \$0.34 billion for the same period last year.

## Top Line Metrics

	Net Assets				Net Sales						
	Mar 2017	Feb 2017	Beginning of Year	Mar 2016	Mar 2017	Feb 2017	Mar 2016	YTD	YTD 2016	Last 12 Months	12 Months ending Mar 2016
	<b>Stand-Alone vs. Fund-of-Funds</b>				<b>Stand-Alone vs. Fund-of-Funds</b>						
<b>Stand-Alone Funds</b>	925.9	916.4	893.7	831.3	3,155.3	4,972.2	533.1	9,745.4	-1,875.6	6,192.7	-474.6
<b>Fund-of-Funds</b>	465.9	460.0	445.1	402.9	2,609.5	4,183.6	4,001.8	9,220.7	12,894.2	31,826.2	43,987.5
	<b>Broad Asset Classes</b>				<b>Broad Asset Classes</b>						
<b>Equity Funds</b>	449.9	444.8	431.1	390.3	565.2	2,227.0	934.0	3,855.1	344.3	-2,528.6	2,218.8
<b>Balanced Funds</b>	724.0	714.0	694.3	641.3	2,814.3	5,216.5	3,093.7	10,342.9	8,906.4	28,918.4	35,658.9
<b>Bond Funds</b>	181.0	178.4	174.4	157.7	1,703.6	1,372.5	859.8	3,897.6	1,706.8	11,505.0	2,940.7
<b>Specialty Funds</b>	12.5	12.7	12.0	19.8	225.3	440.7	-33.1	790.0	-19.9	773.3	2,136.2
<b>Long-Term Funds Total</b>	1367.4	1352.4	1314.4	1209.1	5,292.8	9,245.7	4,854.4	18,885.6	10,937.6	38,667.9	42,954.6
<b>Short-Term Funds</b>	24.4	24.0	24.4	25.1	472.0	-89.9	-319.5	80.5	81.0	-649.1	558.4
<b>Total Industry</b>	1391.8	1376.4	1338.8	1234.2	5,764.8	9,155.8	4,535.0	18,966.2	11,018.6	38,018.9	43,513.0

Total mutual fund assets under management (AUM) for March 2017 were \$1,392 billion, compared to \$1,376 billion in the previous month; an increase of \$16 billion, or 1.2%. Since March 2016, total mutual fund assets have increased by \$157.6 billion or 13%.

Total net sales for March were \$5.76 billion, and were down compared to net sales of \$9.16 billion for the previous month, and were higher compared to net sales of \$4.54 billion last March.

Long-term fund net sales totalled \$5.29 billion in March, and over the last 12 months ending March 2017 totalled \$38.67 billion.

Money Market fund net sales in March were \$472 million. Over the last 12 months, Money Market fund net redemptions totalled \$0.65 billion.

Balanced funds' net sales in March 2017 totalled \$2.81 billion compared to net sales of \$5.22 billion last month. Bond funds' net sales in March 2017 totalled \$1.70 billion compared to net sales of \$1.37 billion last month.

Equity funds' net sales in March 2017 totalled \$0.57 billion compared to net sales of \$2.23 billion last month.

# Glossary of Terms

## Asset Class

Refers to a broadly defined set of assets, grouped together by similar characteristics within CIFSC categories. An example of an asset class is Domestic Equity, which comprises the CIFSC categories of Canadian Equity, Canadian Focused and Canadian Small Cap (including others).

## CIFSC Categories

Refers to a one or more of the investment fund categories established and maintained by the Canadian Investment Funds Standards Committee based on established criteria as defined from time to time. Definitions for each of the CIFSC Categories, and a list of funds included within each category, can be viewed at [www.cifsc.org](http://www.cifsc.org).

## Long-term funds

All funds excluding money market funds

## Short-term funds

Money Market funds

## Net sales

Shown in this report do not include reinvested distributions and are calculated as:

**x = gross sales – redemptions + transfers in – transfers out.**

## % Change

The total percentage change over the period specified. For example, the year-over-year (% change) is the answer to the following equation:

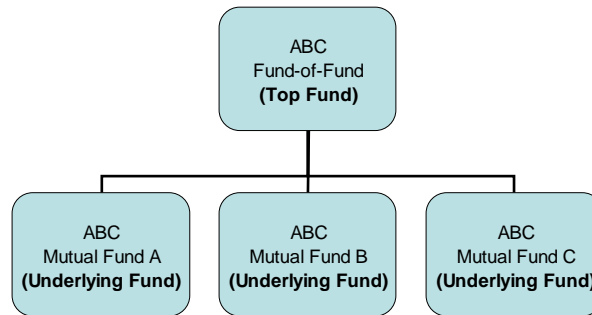
**x = 100 x [(Current Assets/ Assets previous year same month) – 1]**

## Cumulative (as used in Long-Term Funds Overview)

The total net sales or market effect amount over the period specified.

## Fund-of-Fund (Fund Wrap)

A mutual fund product or program that is set up to purchase other mutual funds rather than invest directly in underlying securities. It is usually marketed as a 'total solution' product. Both the fund selection and the asset allocation decisions are often made by the fund manager however these decisions can be made by the investor depending on the level of customization available in the program. The investor may own the underlying funds directly or may only own the 'top' fund.



### **Proprietary Fund-of-Fund**

Fund-of-funds that are only invested in underlying mutual funds offered by the same fund company as the top fund. Example, an ABC fund-of-fund invested in ABC underlying funds only.

### **3rd Party Fund-of-Fund**

Fund-of-funds that invest in underlying mutual funds offered by a different fund company than the top fund. Example, an ABC fund-of-fund invested in XYZ underlying funds.

### **Proprietary & 3rd Party Fund-of-Fund (Mixed Fund-of-Fund)**

Fund-of-funds that invest in underlying mutual funds offered by both the same company as the top fund and also by fund companies that are different from the top fund. Example, an ABC fund-of-fund invested in ABC underlying funds and XYZ underlying funds.

## IFIC Statistics Department

---

Mo Rahmani

Senior Research & Statistics Analyst

Email: [mrahmani@ifc.ca](mailto:mrahmani@ifc.ca)

Ph: (416) 309-2326

Ji Qi

Research & Statistics Analyst

Email: [jqi@ifc.ca](mailto:jqi@ifc.ca)

Ph: (416) 309-2302