

IFIC INDUSTRY OVERVIEW

January 2018



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 Investments Inc.
Bridgehouse Asset Managers ⁶	NGAM Canada L.P.
Bullion Management Group Inc.	Norrep Funds
Caldwell Investment Management Ltd.	Northwest & Ethical Investments L.P.
Canoe Financial	PIMCO Canada Corp. ⁵
Capital International Asset Management (Canada) Inc. ⁴	RBC Global Asset Management
CIBC Asset Management	Russell Investment Group
Counsel Portfolio Services Inc.	Scotia Global Asset Management ²
Educators Financial Group Inc.	Sentry Investments
Fidelity Investments Canada ULC	Standard Life Mutual Funds Ltd.
Fiera Capital	Stone & Co. Limited
Fonds Desjardins	Sun Life Global Investments (Canada)
Franklin Templeton	Tangerine Investment Funds
Foresters Financial Investment Management	TD Asset Management
Gestion Férique	Tradex Management Inc.
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 Insight¹:

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

¹ 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.

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

³ Sun Life Global Investments began reporting in July 2017

⁴ Capital International Asset Management (Canada) Inc. began reporting in February 2014

⁵ PIMCO Canada Corp. began providing data to IFIC as of March 2015

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

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Highlights

Overall Results for January 2018

- » Industry net sales for January 2018 were \$4.9 billion and year-to-date net sales were \$4.9 billion.
- » Long-term funds' net sales were \$5.2 billion and year-to-date net sales were \$5.2 billion.
- » Money Market funds' net redemptions were \$305 million and year-to-date net redemptions were \$305 million.

Results by Broad Asset Class for January 2018

- Balanced funds' net sales in January 2018 totalled \$2.4 billion compared to net sales of \$1.2 billion last month. Year-to-date net sales for balanced funds totalled \$2.4 billion compared to net sales of \$2.3 billion for the same period last year.
- Bond funds' net sales in January 2018 totalled \$1.1 billion compared to net redemption of \$0.4 billion last month. Year-to-date net sales for bond funds totalled \$1.1 billion compared to net sales of \$0.8 billion for the same period last year.
- Equity funds' net sales in January 2018 totalled \$1.5 billion compared to net sales of \$86 million last month. Year-to-date net sales for equity funds totalled \$1.5 billion compared to net sales of \$1.1 billion for the same period last year.

Top Line Metrics

	Net Assets					Net Sales						
	Jan 2018	Dec 2017	Beginning of Year	Jan 2017		Jan 2018	Dec 2017	Jan 2017	YTD	YTD 2017	Last 12 Months	12 Months ending Jan 2017
	Stand-Alone vs. Fund-of-Funds					Stand-Alone vs. Fund-of-Funds						
\$Billions	Stand-Alone Funds	969.8	966.5	966.5	893.9	964.0	-822.8	1,618.0	964.0	1,618.0	14,303.4	-1,185.1
	Fund-of-Funds	516.6	510.6	510.6	447.5	3,962.0	2,248.2	2,427.6	3,962.0	2,427.6	30,753.1	35,382.1
	Broad Asset Classes				Broad Asset Classes							
	Equity Funds	491.8	484.3	484.3	431.3	1,464.2	85.9	1,062.9	1,464.2	1,062.9	7,356.4	-3,643.3
	Balanced Funds	770.3	766.1	766.1	698.6	2,442.2	1,171.5	2,338.8	2,442.2	2,338.8	24,827.8	29,349.5
	Bond Funds	185.7	187.7	187.7	175.2	1,089.6	-363.7	821.5	1,089.6	821.5	10,371.1	9,858.9
	Specialty Funds	14.7	14.7	14.7	12.3	235.3	191.4	124.0	235.3	124.0	2,693.2	35.1
	Long-Term Funds Total	1462.5	1452.8	1452.8	1317.4	5,231.3	1,085.2	4,347.1	5,231.3	4,347.1	45,248.4	35,600.2
	Short-Term Funds	23.9	24.2	24.2	24.0	-305.3	340.3	-301.5	-305.3	-301.5	-191.9	-1,403.2
	Total Industry	1486.3	1477.1	1477.1	1341.4	4,926.0	1,425.4	4,045.6	4,926.0	4,045.6	45,056.5	34,197.1

Total mutual fund assets under management (AUM) for January 2018 were \$1,486 billion, compared to \$1,477 billion in the previous month; an increase of \$ 9.2 billion, or 0.6%. Since January 2017, total mutual fund assets have increased by \$144.9 billion or 10.8%.

Total net sales for January were \$4.9 billion, and were up compared to net sales of \$1.4 billion for the previous month, and were higher compared to net sales of \$4.0 billion last January.

Long-term fund net sales totalled \$5.2 billion in January, and over the last 12 months ending January 2018 totalled \$45.2 billion.

Money Market fund net redemption in January were \$305 million. Over the last 12 months, Money Market fund net redemptions totalled \$192 million.

Balanced funds' net sales in January 2018 totalled \$2.4 billion compared to net sales of \$1.2 billion last month. Bond funds' net sales in January 2018 totalled \$1.1 billion compared to net redemptions of \$0.4 billion last month.

Equity funds' net sales in January 2018 totalled \$1.5 billion compared to net sales of \$86 million 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.

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:

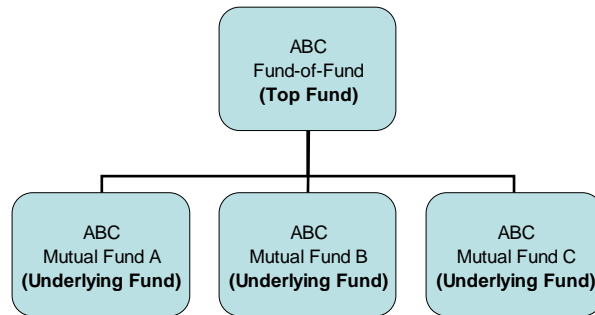
x = 100 x [(Current Assets/ Assets previous year same month) – 1]

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.

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