

# IFIC INDUSTRY OVERVIEW

March 2018



## Table of Contents

<b>Table of Contents .....</b>	<b>2</b>
<b>Highlights .....</b>	<b>3</b>
<b>Top Line Metrics.....</b>	<b>4</b>
<b>Glossary of Terms.....</b>	<b>5</b>

## Highlights

### Overall Results for March 2018

- » Industry net sales for March 2018 were \$2.6 billion and year-to-date net sales were \$14.5 billion.
- » Long-term funds' net sales were \$2.7 billion and year-to-date net sales were \$14.3 billion.
- » Money Market funds' net redemptions were \$133 million and year-to-date net sales were \$194 million.

### Results by Broad Asset Class for March 2018

- Balanced funds' net sales in March 2018 totalled \$1.4 billion compared to net sales of \$4.5 billion last month. Year-to-date net sales for balanced funds totalled \$8.4 billion compared to net sales of \$10.3 billion for the same period last year.
- Bond funds' net sales in March 2018 totalled \$120 million compared to net sales of \$152 million last month. Year-to-date net sales for bond funds totalled \$1.4 billion compared to net sales of \$3.9 billion for the same period last year.
- Equity funds' net sales in March 2018 totalled \$0.9 billion compared to net sales of \$1.4 billion last month. Year-to-date net sales for equity funds totalled \$3.8 billion compared to net sales of \$3.9 billion for the same period last year.

## Top Line Metrics

	Net Assets				Net Sales						
	Mar 2018	Feb 2018	Beginning of Year	Mar 2017	Mar 2018	Feb 2018	Mar 2017	YTD	YTD 2017	Last 12 Months	12 Months ending Mar 2017
	Stand-Alone vs. Fund-of-Funds				Stand-Alone vs. Fund-of-Funds						
Stand-Alone Funds	961.7	962.6	966.5	925.9	-826.1	900.3	3,155.3	1,038.3	9,745.4	6,250.2	6,192.7
Fund-of-Funds	521.2	519.1	510.6	465.9	3,390.4	6,097.8	2,609.5	13,450.2	9,220.7	33,448.2	31,826.2
	Broad Asset Classes				Broad Asset Classes						
Equity Funds	487.4	486.7	484.3	449.9	937.3	1,399.9	565.2	3,801.4	3,855.1	6,901.4	-2,528.6
Balanced Funds	767.7	768.5	766.1	724.0	1,416.3	4,537.9	2,798.7	8,396.4	10,342.9	22,777.9	28,918.4
Bond Funds	188.3	187.1	187.7	181.0	119.6	152.4	1,703.6	1,361.5	3,897.6	7,566.9	11,505.0
Specialty Funds	14.9	14.8	14.7	12.5	216.9	275.8	225.3	728.1	790.0	2,519.8	773.3
Long-Term Funds Total	1458.3	1457.0	1452.8	1367.4	2,697.1	6,366.1	5,292.8	14,294.4	18,885.6	39,773.0	38,667.9
Short-Term Funds	24.6	24.7	24.2	24.4	-132.8	632.1	472.0	194.0	80.5	-74.7	-649.1
<b>Total Industry</b>	<b>1482.9</b>	<b>1481.7</b>	<b>1477.1</b>	<b>1391.8</b>	<b>2,564.3</b>	<b>6,998.1</b>	<b>5,764.8</b>	<b>14,488.5</b>	<b>18,966.2</b>	<b>39,698.4</b>	<b>38,018.9</b>

Total mutual fund assets under management (AUM) for March 2018 were \$1,483 billion, compared to \$1,482 billion in the previous month; an increase of \$ 1.2 billion, or 0.1%. Since March 2017, total mutual fund assets have increased by \$91.1 billion or 6.5%.

Total net sales for March were \$2.6 billion, and were down compared to net sales of \$7.0 billion for the previous month, and were lower compared to net sales of \$5.8 billion last March.

Long-term fund net sales totalled \$2.7 billion in March, and over the last 12 months ending March 2018 totalled \$39.8 billion.

Money market fund net redemptions in March were \$133 million. Over the last 12 months, money market fund net redemptions totalled \$75 million.

Balanced funds' net sales in March 2018 totalled \$1.4 billion compared to net sales of \$4.5 billion last month. Bond funds' net sales in March 2018 totalled \$120 million compared to net sales of \$152 million last month.

Equity funds' net sales in March 2018 totalled \$0.9 billion compared to net sales of \$1.4 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:

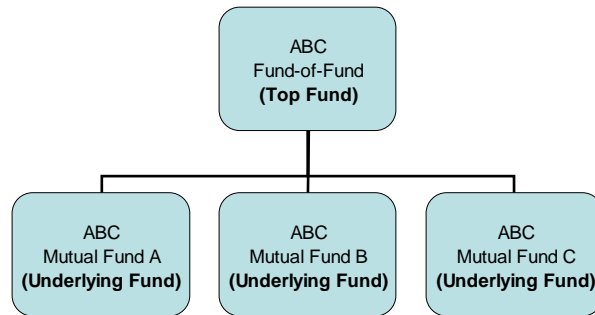
**x = 100 x [(Current Assets/ Assets previous year same month) – 1]**

## 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

---

Ji Qi

Research & Statistics Analyst

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

Ph: (416) 309-2302