

IFIC INDUSTRY OVERVIEW

July 2016



This report comprises data from the following companies that submit data directly to IFIC:

AEGON Fund Management	Mackenzie Financial Corporation
AGF Investments Inc.	Manulife Mutual Funds
ATB Investment Management Inc.	MD Management Limited
BMO Financial Group	OceanRock Investments
Bridgehouse Asset Managers	National Bank Securities
Brickburn Funds Inc.	NexGen Financial Limited Partnership
Bullion Management Group Inc.	Norrep Funds
Caldwell Investment Management Ltd.	Northwest & Ethical Investments L.P.
Canoe Financial	PIMCO Canada Corp.
Capital International Asset Management (Canada), Inc.	RBC Global Asset Management
CIBC Asset Management	Russell Investment Group
Counsel Portfolio Services Inc.	Scotia Global Asset Management
Educators Financial Group Inc.	Sentry Investments
Fidelity Investments Canada ULC	Stone & Co. Limited
Fiera Capital	TD Asset Management
First Trust Portfolios Canada	Tradex Management Inc.
Fonds Desjardins	
Franklin Templeton	
Gestion Férique	
HSBC Global Asset Management (Canada) Limited	
IA Clarington Investments	
Investors Group Inc.	

This report also includes data provided by, or estimated by, Investor Economics from:

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

Note: Investor Economics provides the aggregated totals used in this report. Data is compiled from IFIC and other sources to comprehensively reflect the size and activity of the Canadian retail mutual funds industry.

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Highlights

Overall Results for July 2016

- » Industry net sales for July 2016 were \$2.6 billion and year-to-date net sales were \$19.2 billion.
- » Long-term funds' net sales were \$2.6 billion and year-to-date net sales were \$20.1 billion.
- » Money market funds' net redemptions were \$2 million and year-to-date net redemptions were \$816 million.

Results by Broad Asset Class for July 2016

- Balanced funds' net sales in July 2016 totalled \$2.2 billion compared to net sales of \$1.7 billion last month.
- Bond funds' net sales in July 2016 totalled \$1.1 million compared to net sales of \$783 million last month.
- Equity funds' net redemptions in July 2016 totalled \$641 million compared to net redemptions of \$768 million last month.

Top Line Metrics

	Net Assets				Net Sales						
	Jul 2016	Jun 2016	Beginning of Year	Jul 2015	Jul 2016	Jun 2016	Jul 2015	YTD	YTD 2015	Last 12 Months	12 Months ending Jul 2015
	Stand-Alone vs. Fund-of-Funds				Stand-Alone vs. Fund-of-Funds						
Stand-Alone Funds	875.6	851.3	839.2	858.4	-32.0	-982.6	649.5	-3,711.4	10,447.8	-5,398.5	11,740.9
Fund-of-Funds	428.7	415.6	391.9	385.4	2,657.1	2,455.8	3,613.1	22,949.8	34,718.1	37,383.0	49,146.9
	Broad Asset Classes				Broad Asset Classes						
Equity Funds	414.7	399.1	394.7	404.3	-641.4	-768.0	131.9	-1,705.0	4,146.9	-542.8	4,066.6
Balanced Funds	672.6	654.4	633.4	638.8	2,190.8	1,669.9	3,095.3	16,517.1	36,686.3	26,922.1	52,431.0
Bond Funds	171.5	168.5	153.2	151.8	1,051.6	783.3	317.5	4,951.7	2,686.4	5,016.5	3,148.6
Specialty Funds	12.9	12.9	24.6	24.3	-57.3	105.7	442.3	219.7	2,381.2	999.8	3,368.1
Long-Term Funds Total	1280.1	1243.0	1206.0	1219.2	2,623.6	1,782.5	3,987.0	20,054.9	45,900.9	32,467.1	63,014.4
Short-Term Funds	24.2	24.0	25.2	24.6	1.5	-300.7	275.6	-816.4	-735.0	-482.6	-2,126.6
Total Industry	1304.3	1266.9	1231.1	1243.8	2,625.1	1,481.8	4,262.6	19,238.5	45,165.9	31,984.5	60,887.8

Total mutual fund assets under management (AUM) for July 2016 were \$1,304 billion, compared to \$1,267 billion in the previous month; an increase of \$37 billion, or 2.9%.

Total net sales for July 2016 were \$2.6 billion, and were down compared to net sales of \$1.5 billion for the previous month.

Long-term fund net sales totalled \$2.6 billion in July 2016, and over the last 12 months totalled \$32 billion.

Money Market fund net sales in July 2016 were \$2 million. Over the last 12 months, Money Market fund net redemptions totalled \$483 million.

Balanced funds' net sales in July 2016 totalled \$2.2 billion compared to net sales of \$1.7 billion last month.

Bond funds' net sales in July 2016 totalled \$1.1 billion compared to net sales of \$783 million last month.

Equity funds' net redemptions in July 2016 totalled \$641 million compared to net redemptions of \$768 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:

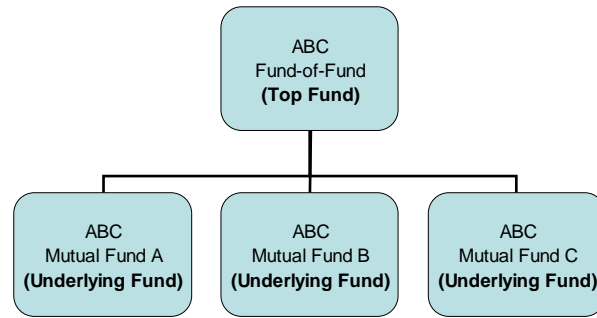
x = 100 x [(Current Assets/ Assets previous year same month) – 1]

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 to 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 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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