2022 TOP 40 MONEY MANAGERS REPORT

580

500

MA

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300 300

180

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TOP 5 | FASTEST GROWING (%) - LESS THAN \$1 BILLION

| | ASSETS (MILLIONS) AS OF DEC. 31, 2021 / CPA = CANADIAN PENSION ASSETS | | | |
|--|---|----------|----------|--|
| Company | 2021 CPA | 2020 CPA | Variance | |
| 1 Black Creek Investment Management Inc. | \$722.4 | \$15.7 | 4,501.3% | |
| 2 Kingwest & Co. | \$135.0 | \$65.4 | 106.4% | |
| 3 Brandes Investment Partners & Co. | \$341.0 | \$205.0 | 66.3% | |
| 4 Cypress Capital Management | \$22.0 | \$17.0 | 29.4% | |
| 5 Connor, Clark & Lunn Infrastructure | \$587.7 | \$468.7 | 25.4% | |
| (a Connor, Clark & Lunn Financial Group Co.) | | | | |

TOP 5 | FASTEST GROWING (%) - \$1 BILLION TO \$10 BILLION

| | ASSETS (MILLIONS) AS OF DEC. 31, 2021 / CPA = CANADIAN PENSION ASSETS | | | |
|-------------------------------|---|-----------|----------|--|
| Company | 2021 CPA | 2020 CPA | Variance | |
| 1 William Blair & Co. | \$2,394.2 | \$1,013.5 | 136.2% | |
| 2 Federated Hermes Inc. | \$2,051.9 | \$883.7 | 132.2% | |
| 3 Lazard Asset Management LLC | \$4,158.6 | \$2,706.2 | 53.7% | |
| 4 DWS Group | \$1,518.8 | \$1,114.9 | 36.2% | |
| 5 Amundi Canada Inc. | \$6,327.3 | \$4,741.0 | 33.5% | |

TOP 5 | FASTEST GROWING (%) - GREATER THAN \$10 BILLION

| | ASSETS (MILLIONS) AS OF DE | ASSETS (MILLIONS) AS OF DEC. 31, 2021 / CPA = CANADIAN PENSION ASSETS | | | |
|------------------------------------|----------------------------|---|----------|--|--|
| Company | 2021 CPA | 2020 CPA | Variance | | |
| 1 Mawer Investment Management Ltd. | \$20,916.3 | \$14,650.8 | 42.8% | | |
| 2 Neuberger Berman Group LLC* | \$10,762.0 | \$7,947.0 | 35.4% | | |
| 3 Northern Trust Asset Management | \$8,615.0 | \$6,665.0 | 29.3% | | |
| 4 Fidelity Canada Institutional | \$34,585.2 | \$28,149.6 | 22.9% | | |
| 5 Arrowstreet Capital LP | \$12,171.0 | \$10,332.0 | 17.8% | | |

TOP 40 MONEY MANAGERS

| BLACKROCK ASSET | FIERA CAPITAL CORP. 6 | CIBC ASSET 11 | MAWER INVESTMENT 16 | STATE STREET 21 | LEITH WHEELER 26 | ADDENDA |
|---|--|---|--|---|--|--|
| MANAGEMENT Canada Ltd. | | MANAGEMENT | MANAGEMENT LTD. ² | GLOBAL ADVISORS LTD. | INVESTMENT COUNSEL LTD. | CAPITAL INC. |
| Rank 2021: 1 🔺 8.2% | Rank 2021: 6 | Rank 2021: 11 🔺 3.9% | Rank 2021: 23 🔺 42.8% | Rank 2021: 19 ▲ 6.4% | Rank 2021: 27 🔺 4.1% | Rank 2021: 30 |
| 2021 CPA: \$151,771.0 | 2021 CPA: \$44,128.8 | 2021 CPA: \$27,838.5 | 2021 CPA: \$20,916.3 | 2021 CPA: \$20,214.8 | 2021 CPA: \$12,314.5 | 2021 CPA: |
| 2020 CPA: \$140,270.0 | · · · · · · · · · · · · · · · · · · · | 2020 CPA: \$26,802.2 | 2020 CPA: \$14,650.8 | 2020 CPA: \$18,995.0 | 2020 CPA: \$11,829.3 | 2020 CPA: |
| Total assets 2021: \$295,252. | Total assets 2021: \$128,012.3 | Total assets 2021: \$209,187.8 | Total assets 2021: \$91,943.9 | Total assets 2021: \$54,922.2 | Total assets 2021: \$23,726.8 | Total assets 2021: |
| TD ASSET MANAGEMENT | FIDELITY CANADA 7 | BEUTEL, GOODMAN 12 & Company Ltd. | PIMCO CANADA 17 Corp. | JARISLOWSKY, ZZ FRASER LTD. | ARROWSTREET 27 Capital LP | SLC Management |
| Rank 2021: 2 ▲ 5.8% | - Rank 2021: 10 🔺 22.9% | Rank 2021: 12 🔺 3.1% | Rank 2021: 16 🔺 5.2% | Rank 2021: 15 🔻-0.5% | Rank 2021: 28 🔺 17.8% | Rank 2021: 31 |
| 2021 CPA: \$146,740.5 | 2021 CPA: \$34,585.2 | 2021 CPA: \$26,390.1 | 2021 CPA: \$20,668.0 | 2021 CPA: \$20,157.0 | 2021 CPA: \$12,171.0 | 2021 CPA: |
| 2020 CPA: \$138,739.3 | - · · · · · · · · · · · · · · · · · · · | 2020 CPA: \$25,608.0 | 2020 CPA: \$19,651.0 | 2020 CPA: \$20,254.0 | 2020 CPA: \$10,332.0 | 2020 CPA: |
| Total assets 2021: \$418,336. | Total assets 2021: \$209,298.8 | Total assets 2021: \$42,565.5 | Total assets 2021: \$59,206.0 | Total assets 2021: \$60,091.0 | Total assets 2021: \$13,016.0 | Total assets 2021: |
| PH&N INSTITUTIONAL (RBC GLOBAL ASSET Management Inc.) | TRANS-CANADA 8 Capital Inc. | THE CANADA LIFE 13 Assurance co. | SLGI ASSET Management inc. | J.P. MORGAN ASSET MANAGEMENT (CANADA) INC. | NEUBERGER BERMAN 28 Group LLC ⁷⁴ | CANSO INVESTMI Counsel Ltd. |
| Rank 2021: 3 🛛 🔻 -2.7% | Rank 2021: 7 🔺 6.5% | Rank 2021: 13 🔺 11.5% | Rank 2021: 22 		 12.7% | Rank 2021: 14 🛛 🔻 -3.3% | Rank 2021: 33 🔺 35.4% | Rank 2021: 35 |
| 2021 CPA: \$80,506.9 | | 2021 CPA: \$24,309.0 | 2021 CPA: \$20,449.4 | 2021 CPA: \$19,797.0 | 2021 CPA: \$10,762.0 | 2021 CPA: |
| 2020 CPA: \$82,710. | · · · · · · · · · · · · · · · · · · · | 2020 CPA: \$21,804.0 | 2020 CPA: \$18,137.9 | 2020 CPA: \$20,466.0 | 2020 CPA: \$7,947.0 | 2020 CPA: |
| Total assets 2021: \$445,401. | Total assets 2021: \$32,286.9 | Total assets 2021: \$121,944.0 | Total assets 2021: \$38,696.8 | Total assets 2021: \$30,989.0 | Total assets 2021: \$17,843.3 | Total assets 2021: |
| BROOKFIELD ASSET | CONNOR, CLARK & LUNN FINANCIAL GROUP | MERCER GLOBAL INVESTMENTS CANADA LTD. | MFS INVESTMENT 19 Management Canada Ltd. | INDUSTRIAL ALLIANCE 24 INVESTMENT MANAGEMENT INC. | ALLIANCEBERNSTEIN CANADA INSTITUTIONAL INVESTMENTS | LETKO, BROSSEA Associates inc. |
| Rank 2021: 4 🔺 15.9% | Rank 2021: 9 A 9.6% | Rank 2021: 21 🔺 11.6% | Rank 2021: 20 		 7.5% | Rank 2021: 26 17.4% | Rank 2021: 29 🔺 4.3% | Rank 2021: 32 |
| 2021 CPA: \$65,500.0 | 2021 CPA: \$31,361.8 | 2021 CPA: \$20,983.0 | 2021 CPA: \$20,362.6 | 2021 CPA: \$14,990.0 | 2021 CPA: \$10,685.4 | 2021 CPA: |
| 2020 CPA: \$56,509.0 | 2020 CPA: \$28,606.4 | 2020 CPA: \$18,807.0 | 2020 CPA: \$18,937.9 | 2020 CPA: \$12,770.0 | 2020 CPA: \$10,243.0 | 2020 CPA: |
| Total assets 2021: \$187,801. | Total assets 2021: \$87,332.5 | Total assets 2021: \$27,373.0 | Total assets 2021: \$41,387.9 | Total assets 2021: \$111,476.0 | Total assets 2021: \$18,168.6 | Total assets 2021: |
| MANULIFE INVESTMENT | GOLDMAN SACHS ASSET 10 Management LP | WELLINGTON MANAGEMENT CANADA ULC | BNY MELLON Asset Management LTD. | FRANKLIN TEMPLETON 25 Institutional | BAILLIE GIFFORD OVERSEAS LTD. | NORTHERN TRUS Management ⁵ |
| Rank 2021: 5 🔺 1.7% | Rank 2021: 8 v -1.2% | Rank 2021: 18 4 9.2% | Rank 2021: 17 🔺 3.1% | Rank 2021: 24 • 9.8% | Rank 2021: 25 v -17.6% | Rank 2021: 37 |
| 2021 CPA: \$53,478.0 | 2021 CPA: \$28,571.8 | 2021 CPA: \$20,977.0 | 2021 CPA: \$20,257.0 | 2021 CPA: \$14,533.0 | 2021 CPA: \$10,592.0 | 2021 CPA: |
| 2020 CPA: \$52,591.0 | | 2020 CPA: \$19,202.0 | 2020 CPA: \$19,649.0 | 2020 CPA: \$13,240.0 | 2020 CPA: \$12,854.0 | 2020 CPA: |
| Total assets 2021: \$161,892. | Total assets 2021: \$34,540.5 | Total assets 2021: \$38,471.0 | Total assets 2021: \$43,136.0 | Total assets 2021: \$40,520.0 | Total assets 2021: \$21,928.0 | Total assets 2021: |

Notes: *2020 figure restated. 1. The significant increase is consistent with the firm's overall AUM. 2. The significant increase is due to strong performance and new clients. 3. The significant increase is due to a combination of private and public market wins along with market appreciation. 4. The significant increase is due to a variety of different investment strategies. 5. The significant increase is due to the addition of a large client in 2021.



Figures in this report are based on responses provided by the survey respondents. Benefits Canada assumes no responsibility for the accuracy of the data provided. All totals are subject to +/- variance due to rounding.

Source: Firms participating in the Canadian Institutional Investment Network's spring 2022 top 40 money managers survey

CANADIAN ASSETS (MILLIONS) UNDER MANAGEMENT AS OF DEC. 31, 2021 CPA = CANADIAN PENSION ASSETS

▲ ▼ Indicates an increase or decrease in assets from 2020 to 2021

