



## IGM FINANCIAL

### Supplemental Information

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First Quarter 2015  
(unaudited)

STRENGTH | FOCUS | GROWTH



## Cautionary Note on Financial Information

- The financial information in this document is not audited and should be read in conjunction with both the Interim Condensed Consolidated Financial Statements and Management's Discussion and Analysis (MD&A) for the three months ended March 31, 2015 as well as the IGM Financial Inc. 2014 Annual Report, all of which are available on the Company's website at [www.igmfinancial.com](http://www.igmfinancial.com).

## Non-IFRS Financial Measures and Additional IFRS Measures

- Net earnings available to common shareholders, which is an additional measure in accordance with IFRS, may be subdivided into two components consisting of:
  - Operating earnings available to common shareholders; and
  - Other items, which include the after-tax impact of any item that management considers to be of a non-recurring nature or that could make the period-over-period comparison of results from operations less meaningful.
- "Operating earnings available to common shareholders", "operating diluted earnings per share" (EPS) and "operating return on average common equity" (ROE) are non-IFRS financial measures which are used to provide management and investors with additional measures to assess earnings performance. These non-IFRS financial measures do not have standard meanings prescribed by IFRS and may not be directly comparable to similar measures used by other companies.
- "Earnings before interest and taxes" (EBIT), "earnings before interest, taxes, depreciation and amortization" (EBITDA) and "adjusted earnings before interest, taxes, depreciation and amortization" (Adjusted EBITDA) are also non-IFRS financial measures. EBIT, EBITDA and Adjusted EBITDA are alternative measures of performance utilized by management, investors and investment analysts to evaluate and analyze the Company's results. EBITDA is a common measure used in the asset management industry to assess profitability before the impact of different financing methods, income taxes, depreciation of capital assets and amortization of intangible assets. Other items of a non-recurring nature, or that could make the period-over-period comparison of results from operations less meaningful, are further excluded to arrive at Adjusted EBITDA. These non-IFRS financial measures do not have standard meanings prescribed by IFRS and may not be directly comparable to similar measures used by other companies.
- "Earnings before income taxes" and "net earnings available to common shareholders" are additional IFRS measures which are used to provide management and investors with additional measures to assess earnings performance. These measures are considered additional IFRS measures as they are in addition to the minimum line items required by IFRS and are relevant to an understanding of the entity's financial performance.
- We refer you to the MD&A for reconciliation of non-IFRS financial measures to measures prescribed by IFRS.

- Other items for the three month period ending December 31, 2014 consisted of an after-tax charge of \$59.2 million related to distributions to clients, as well as other costs. This amount consists primarily of distributions which will be made to clients with household investments in Investors Group funds in excess of \$500,000, who did not transfer to lower fee investment solutions when eligible.
  
- Other items for the three month period ending June 30, 2014 consisted of an after-tax charge of \$13.6 million related to restructuring and other charges.
  
- Other items for the three month period ending December 31, 2013 consisted of the following:
  - An after-tax charge of \$10.6 million related to restructuring and other charges.
  
  - An after-tax benefit of \$9.0 million representing the Company's proportionate share of net changes in Great-West Lifeco Inc.'s litigation provisions.

# Consolidated Statements of Earnings

All figures 000's, unless otherwise noted

	Year		Year		Year		Year		Year
	Quarter		Quarter		Quarter		Quarter		Quarter
	2013	2013	2013	2013	2014	2014	2014	2014	2015
	1	2	3	4	1	2	3	4	1
<b>Consolidated statements of earnings</b>									
Revenues									
Management fees	442,870	451,956	462,196	475,584	485,766	503,887	517,063	507,370	509,111
Administration fees	85,585	87,859	90,370	93,721	95,223	99,309	101,997	100,706	102,236
Distribution fees	81,445	79,754	76,211	85,635	92,411	86,113	84,968	87,765	94,533
Net investment income and other	23,465	26,397	15,373	15,484	22,002	8,483	21,257	18,068	29,081
Proportionate share of affiliate's earnings	19,333	20,987	23,316	21,211	19,444	23,995	24,877	28,142	25,902
	652,698	666,953	667,466	691,635	714,846	721,787	750,162	742,051	760,863
Expenses									
Commission	218,029	218,999	219,711	229,384	243,169	245,699	249,833	253,972	266,867
Non-commission	177,898	182,637	173,071	179,872	195,777	194,408	190,802	198,787	213,622
	395,927	401,636	392,782	409,256	438,946	440,107	440,635	452,759	480,489
Operating earnings before interest and taxes	256,771	265,317	274,684	282,379	275,900	281,680	309,527	289,292	280,374
Interest	22,749	22,963	23,199	23,239	22,749	22,964	23,200	23,239	22,750
Operating earnings before income taxes	234,022	242,354	251,485	259,140	253,151	258,716	286,327	266,053	257,624
Income taxes	51,298	49,276	55,878	58,189	56,490	52,607	64,456	55,744	55,065
Operating earnings	182,724	193,078	195,607	200,951	196,661	206,109	221,871	210,309	202,559
Perpetual preferred share dividends	(2,213)	(2,212)	(2,213)	(2,212)	(2,213)	(2,212)	(2,213)	(2,212)	(2,213)
Operating earnings available to common shareholders	180,511	190,866	193,394	198,739	194,448	203,897	219,658	208,097	200,346
Other items <sup>(1)</sup>	-	-	-	(1,606)	-	(13,646)	-	(59,203)	-
Net earnings available to common shareholders	180,511	190,866	193,394	197,133	194,448	190,251	219,658	148,894	200,346
Average number of common shares									
Basic	251,971	251,935	252,021	252,123	252,368	252,286	252,089	251,698	251,211
Diluted	252,455	252,451	252,604	253,005	253,413	253,126	252,788	251,996	251,421
Operating earnings per share (in cents)									
Basic	72	76	77	79	77	81	87	83	80
Diluted	72	76	77	79	77	81	87	83	80
Net earnings per share (in cents)									
Basic	72	76	77	78	77	75	87	59	80
Diluted	72	76	77	78	77	75	87	59	80
Dividends per share (in cents)									
	53.75	53.75	53.75	53.75	53.75	53.75	53.75	56.25	56.25

1. Please see slide 3 for details of Other items.

# Consolidated EBIT and EBITDA

All figures 000's

	Year Quarter	2013 1	2013 2	2013 3	2013 4	2014 1	2014 2	2014 3	2014 4	2015 1
<b>Operating earnings before interest and taxes</b>										
Investors Group		172,215	175,067	181,643	188,809	188,029	185,133	207,106	196,820	190,688
Mackenzie		58,984	60,430	64,379	66,810	57,758	65,855	69,235	53,004	56,922
Corporate and other		25,572	29,820	28,662	26,760	30,113	30,692	33,186	39,468	32,764
		<u>256,771</u>	<u>265,317</u>	<u>274,684</u>	<u>282,379</u>	<u>275,900</u>	<u>281,680</u>	<u>309,527</u>	<u>289,292</u>	<u>280,374</u>
<b>Operating earnings before interest, taxes, depreciation and amortization (Adjusted EBITDA)</b>										
Operating earnings before income taxes		234,022	242,354	251,485	259,140	253,151	258,716	286,327	266,053	257,624
Interest expense										
Long-term debt		22,749	22,963	23,199	23,239	22,749	22,964	23,200	23,239	22,750
Commission amortization		63,885	61,470	60,033	59,693	60,684	58,130	57,224	57,335	58,703
Amortization of capital and intangible assets and other		8,324	8,371	8,201	7,939	8,396	9,680	9,009	10,337	9,777
Adjusted EBITDA		<u>328,980</u>	<u>335,158</u>	<u>342,918</u>	<u>350,011</u>	<u>344,980</u>	<u>349,490</u>	<u>375,760</u>	<u>356,964</u>	<u>348,854</u>

# Consolidated Operating Metrics

All figures millions

	Year Quarter	2013 1	2013 2	2013 3	2013 4	2014 1	2014 2	2014 3	2014 4	2015 1
<b>Consolidated operating metrics</b>										
Total assets under management										
Mutual funds		108,457	107,567	111,152	117,649	122,484	125,188	125,179	126,039	131,509
Institutional		17,339	17,236	14,855	14,128	14,831	16,246	15,438	15,880	16,879
		125,796	124,803	126,007	131,777	137,315	141,434	140,617	141,919	148,388
Average total assets under management										
Mutual funds		106,896	108,364	110,193	114,642	119,702	123,611	126,181	124,581	129,932
Institutional		17,120	17,331	14,891	14,658	14,486	15,288	16,142	15,547	16,528
		124,016	125,695	125,084	129,300	134,188	138,899	142,323	140,128	146,460
Gross sales										
Mutual funds		4,084	3,054	2,835	3,857	4,757	3,567	3,298	3,573	4,527
Institutional		967	1,616	863	663	961	1,902	564	963	985
		5,051	4,670	3,698	4,519	5,718	5,469	3,862	4,536	5,512
Net sales										
Mutual funds		478	(534)	(326)	95	802	134	(70)	(229)	537
Institutional		76	118	(2,579)	(1,050)	300	1,159	(916)	181	433
		554	(416)	(2,905)	(955)	1,102	1,293	(986)	(48)	970
Client assets under administration										
Assets under management		125,796	124,803	126,007	131,777	137,315	141,434	140,617	141,919	148,388
Third party and other assets at Investors Group and IPC		14,444	14,364	15,002	17,868	18,950	18,888	19,142	19,018	20,500
		140,240	139,167	141,009	149,645	156,265	160,322	159,759	160,937	168,888

Note: Institutional assets and sales exclude assets managed by Mackenzie on behalf of Investors Group and Investment Planning Counsel.

# Consolidated Balance Sheets

All figures 000's

	Year Quarter	2013 1	2013 2	2013 3	2013 4	2014 1	2014 2	2014 3	2014 4	2015 1
<b>Consolidated balance sheets</b>										
<b>Assets</b>										
Cash and cash equivalents		977,026	963,361	770,201	1,082,437	1,128,153	917,936	1,024,246	1,215,980	1,122,939
Securities										
Available for sale										
Proprietary investment funds		27,365	26,508	4,944	4,113	3,562	14,025	4,290	10,220	4,675
		27,365	26,508	4,944	4,113	3,562	14,025	4,290	10,220	4,675
Held for trading										
Equity securities		6,682	7,923	9,582	8,004	9,029	11,028	12,951	10,233	11,084
Proprietary investment funds		26,409	24,264	26,717	56,618	54,189	53,458	63,416	69,092	66,829
Canada Mortgage Bonds		225,604	218,916	-	-	-	-	-	-	-
		258,695	251,103	36,299	64,622	63,218	64,486	76,367	79,325	77,913
Total securities		286,060	277,611	41,243	68,735	66,780	78,511	80,657	89,545	82,588
Accounts and other receivables		335,183	355,369	601,624	367,532	382,661	435,050	419,473	470,708	473,137
Income taxes recoverable		50,146	61,287	25,925	33,044	56,248	55,951	8,225	22,710	30,081
Loans										
Held for trading (mortgage banking operations)		261,393	347,366	651,463	324,271	228,872	502,738	533,929	366,227	406,574
Loans and receivables under securitizations		4,692,900	4,916,451	4,997,264	5,491,584	5,657,799	5,797,188	6,339,588	6,623,955	6,582,743
Other		29,970	36,670	36,671	35,645	34,308	31,287	30,047	28,711	27,764
		4,984,263	5,300,557	5,685,398	5,851,500	5,920,979	6,331,213	6,903,564	7,018,893	7,017,081
Derivative financial instruments		62,273	56,013	52,655	57,351	45,938	41,212	36,479	39,449	70,889
Other assets		34,535	45,660	35,726	35,411	44,594	51,332	52,677	45,757	53,334
Investment in affiliate										
Carrying value		662,201	671,004	695,492	717,775	745,187	774,225	773,839	794,381	802,860
Fair value		1,079,066	1,126,678	1,192,519	1,301,399	1,210,401	1,196,493	1,277,160	1,334,779	1,451,607
Capital assets		120,086	119,324	118,233	121,435	118,162	118,100	118,436	121,854	122,071
Deferred selling commissions										
Investors Group		514,753	510,893	505,124	505,124	524,670	528,858	533,939	539,297	567,777
Mackenzie		178,584	174,229	169,783	167,089	169,137	165,872	161,542	156,763	154,453
Corporate and other		16,986	16,642	16,160	16,017	15,982	15,691	15,002	14,387	14,276
		710,323	701,764	691,067	688,230	709,789	710,421	710,483	710,447	736,506
Deferred income taxes		76,452	75,984	62,993	64,010	61,148	60,927	63,724	69,405	73,659
Intangible assets		1,122,066	1,125,245	1,129,899	1,136,850	1,142,092	1,145,107	1,151,986	1,161,513	1,169,233
Goodwill		2,638,954	2,638,954	2,638,954	2,655,859	2,656,539	2,656,539	2,656,539	2,656,539	2,659,856
		12,059,568	12,392,133	12,549,410	12,880,169	13,078,270	13,376,524	14,000,328	14,417,181	14,414,234
<b>Liabilities</b>										
Accounts payable and accrued liabilities		265,099	310,036	530,097	352,257	305,544	342,494	357,498	374,369	340,109
Income taxes payable		30,973	40,752	33,255	33,099	24,717	23,848	34,395	30,916	14,530
Repurchase agreements		226,902	222,305	-	-	-	-	-	-	-
Derivative financial instruments		64,442	49,482	43,574	35,476	32,500	31,311	26,016	29,788	58,083
Deposits and certificates		170,316	176,787	185,191	186,420	189,766	201,836	204,956	223,328	252,499
Other liabilities		422,865	408,650	361,286	365,519	387,318	403,463	429,612	528,289	564,647
Obligations to securitization entities		4,755,666	5,002,038	5,119,319	5,572,055	5,727,527	5,915,780	6,438,067	6,754,048	6,695,025
Deferred income taxes		318,910	311,927	311,017	302,748	315,991	311,667	313,539	310,564	327,446
Long-term debt		1,325,000	1,325,000	1,325,000	1,325,000	1,325,000	1,325,000	1,325,000	1,325,000	1,325,000
		7,580,173	7,846,977	7,908,739	8,172,574	8,308,363	8,555,399	9,129,083	9,576,302	9,577,339
<b>Shareholders' equity</b>										
Perpetual preferred shares		150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
Common shares		1,578,184	1,596,744	1,607,951	1,630,844	1,645,947	1,650,598	1,656,423	1,655,581	1,661,017
Contributed surplus		36,591	35,542	34,684	32,627	31,550	32,509	32,607	33,504	32,268
Retained earnings		2,835,890	2,879,170	2,929,709	2,977,083	3,019,577	3,060,160	3,125,900	3,112,512	3,110,844
Accumulated other comprehensive income (loss)		(121,270)	(116,300)	(81,673)	(82,959)	(77,167)	(72,142)	(93,685)	(110,718)	(117,234)
		4,479,395	4,545,156	4,640,671	4,707,595	4,769,907	4,821,125	4,871,245	4,840,879	4,836,895
		12,059,568	12,392,133	12,549,410	12,880,169	13,078,270	13,376,524	14,000,328	14,417,181	14,414,234

# Consolidated Cash Flows

All figures 000's

	Year Quarter	2013 1	2013 2	2013 3	2013 4	2014 1	2014 2	2014 3	2014 4	2015 1
<b>Consolidated statements of cash flows</b>										
Operating activities										
Earnings before income taxes		234,022	242,354	251,485	253,519	253,151	240,400	286,327	185,085	257,624
Income taxes paid		(54,442)	(58,646)	(24,592)	(66,667)	(65,252)	(48,291)	(3,056)	(53,621)	(62,203)
Adjustments to determine net cash from operating activities										
Deferred selling commission amortization		63,885	61,470	60,033	59,692	60,684	58,130	57,224	57,335	58,703
Amortization of capital and intangible assets		8,168	8,058	7,953	8,074	8,105	8,567	8,667	8,819	9,409
Changes in operating assets and liabilities and other		(56,081)	(3,656)	(44,961)	2,676	(73,240)	(31,749)	15,364	23,882	(47,047)
		195,552	249,580	249,918	257,294	183,448	227,057	364,526	221,500	216,486
Deferred selling commissions paid		(77,979)	(52,911)	(49,336)	(56,855)	(82,243)	(58,762)	(57,286)	(57,299)	(84,762)
		117,573	196,669	200,582	200,439	101,205	168,295	307,240	164,201	131,724
Financing activities										
Net increase (decrease) in deposits and certificates		7,122	6,471	8,404	1,229	3,346	12,070	3,120	18,372	29,171
Change in obligations related to assets sold under repurchase agreements		1,457	(4,597)	(222,305)	-	-	-	-	-	-
Increase (decrease) in obligations to securitization entities		54,724	245,100	117,730	454,972	155,451	190,327	528,327	310,538	(61,671)
Issue of common shares		7,132	18,397	12,514	21,742	14,698	7,161	9,244	2,912	12,238
Perpetual preferred share dividends paid		(2,213)	(2,212)	(2,213)	(2,212)	(2,213)	(2,212)	(2,213)	(2,212)	(2,213)
Common share dividends paid		(135,497)	(135,401)	(135,495)	(135,487)	(135,612)	(135,657)	(135,548)	(135,433)	(141,449)
Common shares purchased for cancellation		(18,534)	(14,624)	(14,788)	(14,872)	(16,763)	(16,461)	(21,291)	(24,985)	(62,086)
		(85,809)	113,134	(236,153)	325,372	18,907	55,228	381,639	169,192	(226,010)
Investing activities										
Purchase of securities		(31,403)	(11,749)	(3,149)	(31,618)	(6,937)	(25,680)	(21,232)	(33,346)	(9,964)
Proceeds from the sale of securities		31,122	12,769	243,567	8,615	10,696	15,284	22,554	23,130	21,774
Net (increase) / decrease in loans		(58,141)	(314,499)	(387,665)	(163,635)	(68,390)	(410,934)	(569,557)	(111,219)	7,882
Net cash used in dispositions (acquisitions) and additions to intangible assets		(4,054)	(6,860)	(7,973)	(19,774)	(9,127)	(6,949)	(9,992)	(12,654)	(13,933)
Net additions to capital assets		(1,237)	(3,129)	(2,810)	(7,163)	(638)	(5,461)	(4,342)	(7,570)	(4,514)
Investment in affiliate		(50,115)	-	441	-	-	-	-	-	-
		(113,828)	(323,468)	(157,589)	(213,575)	(74,396)	(433,740)	(582,569)	(141,659)	1,245
Increase (decrease) in cash and cash equivalents		(82,064)	(13,665)	(193,160)	312,236	45,716	(210,217)	106,310	191,734	(93,041)
Cash and cash equivalents, beginning of period		1,059,090	977,026	963,361	770,201	1,082,437	1,128,153	917,936	1,024,246	1,215,980
Cash and cash equivalents, end of period		977,026	963,361	770,201	1,082,437	1,128,153	917,936	1,024,246	1,215,980	1,122,939



# Other Information

All figures 000's, unless otherwise noted

	Year Quarter	2013 1	2013 2	2013 3	2013 4	2014 1	2014 2	2014 3	2014 4	2015 1
<b>Common shares outstanding</b>										
Open		252,099	251,902	252,069	252,055	252,310	252,361	252,184	251,953	251,469
Issued under Stock Option Plan		228	485	294	542	361	138	185	63	327
Purchased for cancellation		(424)	(318)	(308)	(286)	(310)	(315)	(416)	(547)	(1,385)
End		251,902	252,069	252,055	252,310	252,361	252,184	251,953	251,469	250,411
<b>Stock options</b>										
Outstanding		8,797	8,464	8,011	7,443	7,803	7,327	7,079	6,940	7,826
Weighted average strike price (\$)		42.06	42.53	42.62	42.87	44.63	44.43	44.54	44.57	44.76
<b>Deposit operations - consolidated balance sheet</b>										
Assets										
Cash and cash equivalents		14,300	7,800	5,900	6,200	3,500	5,600	7,000	4,500	4,700
Accounts & other receivables		145,000	152,200	161,500	161,700	168,200	181,100	185,000	204,400	234,300
Loans		24,100	30,200	31,600	30,800	30,700	28,100	26,200	25,000	24,400
		183,400	190,200	199,000	198,700	202,400	214,800	218,200	233,900	263,400
Deposits		(170,300)	(176,800)	(185,200)	(186,400)	(189,800)	(201,800)	(205,000)	(223,300)	(252,500)
Other liabilities (net)		(1,000)	(900)	(900)	(900)	(800)	(800)	(700)	(700)	(600)
Net assets		12,100	12,500	12,900	11,400	11,800	12,200	12,500	9,900	10,300
Shareholders' equity										
Capital		12,100	12,500	12,900	11,400	11,800	12,200	12,500	9,900	10,300

# Investors Group Operating Segment



All figures 000's

	Year Quarter	2013 1	2013 2	2013 3	2013 4	2014 1	2014 2	2014 3	2014 4	2015 1
<b>Investors Group operating segment results</b>										
<b>Earnings before interest and taxes</b>										
Revenues										
Management fees		270,141	275,378	283,126	294,333	300,682	312,021	321,169	317,415	316,181
Administration fees		57,555	59,158	61,210	64,380	66,009	69,359	71,943	71,285	73,029
Distribution fees										
Redemption fees		12,375	11,615	10,336	10,517	13,078	10,466	9,654	8,619	10,630
Other mutual fund		3,938	4,035	4,145	4,311	4,419	4,642	4,831	4,864	5,008
Non-mutual fund		30,158	31,706	29,290	34,782	30,998	29,106	27,031	31,406	30,632
		46,472	47,357	43,771	49,610	48,495	44,214	41,516	44,890	46,270
Net investment income and other		18,428	19,649	12,479	10,944	13,243	5,913	16,463	15,762	21,518
		392,596	401,542	400,586	419,267	428,429	431,507	451,091	449,352	456,998
Expenses										
Commission										
Amortization		43,305	42,399	41,768	41,589	42,252	40,809	40,422	40,472	41,565
Asset retention bonus		45,229	46,334	46,535	47,734	50,706	51,599	53,017	53,330	57,070
Asset retention premium		8,462	8,462	8,462	8,303	9,994	9,995	9,994	10,029	11,189
Other - mutual fund		9,734	10,688	10,552	10,238	11,487	15,495	17,352	19,367	19,507
Other - non-mutual fund		14,354	15,654	15,664	19,118	16,018	14,967	13,269	17,046	15,648
		121,084	123,537	122,981	126,982	130,457	132,865	134,054	140,244	144,979
Non-commission										
Amortization		4,092	3,829	3,796	3,891	3,877	3,911	3,952	4,141	4,020
Other		95,205	99,109	92,166	99,585	106,066	109,598	105,979	108,147	117,311
		99,297	102,938	95,962	103,476	109,943	113,509	109,931	112,288	121,331
		220,381	226,475	218,943	230,458	240,400	246,374	243,985	252,532	266,310
Earnings before interest and taxes		172,215	175,067	181,643	188,809	188,029	185,133	207,106	196,820	190,688

# Investors Group Operating Segment

	Year Quarter	2013 1	2013 2	2013 3	2013 4	2014 1	2014 2	2014 3	2014 4	2015 1
<b>Investors Group segment results</b>										
<b>Operating metrics</b>										
Number of Investors Group Consultants										
Less than four years experience		1,699	1,772	1,807	1,876	1,936	2,087	2,220	2,335	2,337
More than four years experience		2,766	2,778	2,792	2,797	2,795	2,784	2,791	2,810	2,819
		<u>4,465</u>	<u>4,550</u>	<u>4,599</u>	<u>4,673</u>	<u>4,731</u>	<u>4,871</u>	<u>5,011</u>	<u>5,145</u>	<u>5,156</u>
Number of Region Offices		108	108	108	109	110	110	110	110	110
Mutual fund assets under management (\$ millions)										
Opening assets		60,595	62,999	62,452	64,433	68,255	70,877	72,400	72,686	73,459
Gross sales		2,034	1,495	1,445	1,694	2,229	1,669	1,723	1,840	2,365
Redemptions		<u>1,658</u>	<u>1,662</u>	<u>1,554</u>	<u>1,635</u>	<u>1,819</u>	<u>1,708</u>	<u>1,637</u>	<u>1,646</u>	<u>1,777</u>
Net sales		376	(167)	(109)	59	410	(39)	86	194	588
Investment returns		<u>2,028</u>	<u>(380)</u>	<u>2,090</u>	<u>3,763</u>	<u>2,212</u>	<u>1,562</u>	<u>200</u>	<u>579</u>	<u>2,450</u>
Ending assets		62,999	62,452	64,433	68,255	70,877	72,400	72,686	73,459	76,497
Average assets		62,175	62,918	63,914	66,551	69,293	71,524	73,150	72,534	75,456
Redemption rate (last twelve month trailing)										
Long term funds		9.8%	9.8%	9.7%	9.4%	9.3%	9.1%	8.9%	8.7%	8.5%
Total		10.8%	10.7%	10.5%	10.2%	10.1%	9.9%	9.7%	9.5%	9.2%
Assets under administration (\$ millions)										
Investors Group mutual fund assets		62,999	62,452	64,433	68,255	70,877	72,400	72,686	73,459	76,497
Third party and other		<u>2,273</u>	<u>2,215</u>	<u>2,313</u>	<u>2,424</u>	<u>2,472</u>	<u>2,514</u>	<u>2,529</u>	<u>2,528</u>	<u>2,550</u>
		65,272	64,667	66,746	70,679	73,349	74,915	75,215	75,987	79,047
Other products (\$ millions)										
Insurance - new annualized premiums		18.1	17.8	16.7	20.8	16.4	15.7	15.0	17.5	16.6
Segregated fund assets		1,348	1,348	1,400	1,488	1,523	1,561	1,584	1,626	1,683
Mortgage banking operations (\$ millions)										
Mortgages serviced		7,513	7,888	8,242	8,478	8,587	8,992	9,671	9,894	9,997
Mortgage fundings		394	589	655	480	324	734	966	511	389

# Mackenzie Operating Segment

All figures 000's

	Year Quarter	2013 1	2013 2	2013 3	2013 4	2014 1	2014 2	2014 3	2014 4	2015 1
<b>Mackenzie operating segment results</b>										
<b>Earnings before interest and taxes</b>										
Revenues										
Management fees		161,321	164,882	167,192	168,627	171,720	177,836	181,275	175,416	177,962
Administration fees										
Unitholder admin fees		25,031	25,403	25,980	25,892	25,646	26,083	26,369	25,568	25,055
Other		351	496	391	390	399	497	334	603	485
		<u>25,382</u>	<u>25,899</u>	<u>26,371</u>	<u>26,282</u>	<u>26,045</u>	<u>26,580</u>	<u>26,703</u>	<u>26,171</u>	<u>25,540</u>
Distribution fees										
Redemption fees		3,795	3,444	3,090	3,254	3,214	2,760	2,658	2,863	3,246
Net investment income and other		1,694	1,012	768	3,835	1,359	350	1,456	(483)	4,218
		<u>192,192</u>	<u>195,237</u>	<u>197,421</u>	<u>201,998</u>	<u>202,338</u>	<u>207,526</u>	<u>212,092</u>	<u>203,967</u>	<u>210,966</u>
Expenses										
Commission										
Amortization		18,846	17,533	16,706	16,592	16,916	15,821	15,329	15,403	15,705
Trailers		47,720	49,367	51,160	53,736	56,864	58,991	60,076	59,278	62,153
		<u>66,566</u>	<u>66,900</u>	<u>67,866</u>	<u>70,328</u>	<u>73,780</u>	<u>74,812</u>	<u>75,405</u>	<u>74,681</u>	<u>77,858</u>
Non-commission										
Amortization		2,599	2,735	2,615	2,636	2,585	2,583	2,562	2,636	3,037
Other		64,043	65,172	62,561	62,224	68,215	64,276	64,890	73,646	73,149
		<u>66,642</u>	<u>67,907</u>	<u>65,176</u>	<u>64,860</u>	<u>70,800</u>	<u>66,859</u>	<u>67,452</u>	<u>76,282</u>	<u>76,186</u>
		<u>133,208</u>	<u>134,807</u>	<u>133,042</u>	<u>135,188</u>	<u>144,580</u>	<u>141,671</u>	<u>142,857</u>	<u>150,963</u>	<u>154,044</u>
Earnings before interest and taxes		<u>58,984</u>	<u>60,430</u>	<u>64,379</u>	<u>66,810</u>	<u>57,758</u>	<u>65,855</u>	<u>69,235</u>	<u>53,004</u>	<u>56,922</u>

# Mackenzie Operating Segment

All figures millions, unless otherwise noted

Year Quarter	2013 1	2013 2	2013 3	2013 4	2014 1	2014 2	2014 3	2014 4	2015 1
<b>Mackenzie segment results</b>									
<b>Operating metrics</b>									
Total assets under management									
Opening	61,477	64,265	63,944	63,271	65,315	68,367	71,081	69,954	70,876
Gross sales	3,278	3,417	2,524	3,143	3,866	4,353	2,428	3,321	3,689
Redemptions	3,024	3,588	5,260	4,055	3,084	2,939	3,529	3,173	3,120
Net sales	254	(171)	(2,736)	(912)	782	1,414	(1,101)	148	569
Investment returns	2,534	(150)	2,063	2,956	2,270	1,300	(26)	774	3,159
Ending assets	64,265	63,944	63,271	65,315	68,367	71,081	69,954	70,876	74,604
Average assets	63,268	64,291	62,804	64,517	66,749	69,353	71,166	69,834	73,592
Mutual fund assets under management									
Opening	40,394	42,410	42,097	43,594	46,024	48,059	49,106	48,774	48,782
Gross sales	1,927	1,452	1,301	2,019	2,374	1,724	1,417	1,555	1,973
Redemptions	1,828	1,814	1,533	2,011	2,020	1,609	1,624	2,026	2,079
Net sales	99	(362)	(232)	8	354	115	(207)	(471)	(106)
Investment returns	1,917	49	1,729	2,423	1,681	932	(125)	479	2,268
Ending assets	42,410	42,097	43,594	46,024	48,059	49,106	48,774	48,782	50,944
Average assets	41,725	42,398	43,193	44,840	46,950	48,483	49,303	48,311	50,492
Redemption rate (last twelve month trailing)									
Long term funds	17.3%	17.8%	17.4%	16.0%	16.0%	15.1%	14.8%	14.6%	14.4%
Total	18.1%	18.6%	18.1%	16.7%	16.6%	15.7%	15.3%	15.1%	14.9%
Institutional assets under management									
Opening	21,083	21,855	21,847	19,677	19,291	20,308	21,974	21,180	22,094
Gross sales	1,351	1,965	1,223	1,124	1,492	2,629	1,011	1,766	1,716
Redemptions	1,196	1,774	3,727	2,044	1,064	1,330	1,905	1,147	1,041
Net sales	155	191	(2,504)	(920)	428	1,299	(894)	619	675
Investment returns	617	(199)	334	534	589	367	100	295	891
Ending assets	21,855	21,847	19,677	19,291	20,308	21,974	21,180	22,094	23,660
Average assets	21,543	21,893	19,610	19,677	19,799	20,870	21,863	21,523	23,099

# Corporate & Other Segment

All figures 000's

	Year	2013	2013	2013	2013	2014	2014	2014	2014	2015
	Quarter	1	2	3	4	1	2	3	4	1
<b>Corporate and other segment results</b>										
<b>Earnings before interest and taxes</b>										
Revenues										
Management fees		11,408	11,696	11,878	12,624	13,364	14,030	14,619	14,539	14,968
Administration fees		2,648	2,802	2,789	3,059	3,169	3,370	3,351	3,250	3,667
Distribution fees										
Redemption fees		393	354	286	254	297	226	197	211	219
Other		30,785	28,599	29,064	32,517	40,405	38,913	40,597	39,801	44,798
		31,178	28,953	29,350	32,771	40,702	39,139	40,794	40,012	45,017
Net investment income and other										
Share of GWL earnings		19,333	20,987	23,316	21,211	19,444	23,995	24,877	28,142	25,902
Other		3,343	5,736	2,126	705	7,400	2,220	3,338	2,789	3,345
		22,676	26,723	25,442	21,916	26,844	26,215	28,215	30,931	29,247
		67,910	70,174	69,459	70,370	84,079	82,754	86,979	88,732	92,899
Expenses										
Commission										
Amortization		1,662	1,610	1,559	1,512	1,516	1,500	1,473	1,460	1,433
Other		28,717	26,952	27,305	30,562	37,416	36,522	38,901	37,587	42,597
		30,379	28,562	28,864	32,074	38,932	38,022	40,374	39,047	44,030
Non-commission										
Amortization		1,477	1,494	1,542	1,547	1,643	2,073	2,153	2,042	2,352
Other		10,482	10,298	10,391	9,989	13,391	11,967	11,266	8,175	13,753
		11,959	11,792	11,933	11,536	15,034	14,040	13,419	10,217	16,105
		42,338	40,354	40,797	43,610	53,966	52,062	53,793	49,264	60,135
		25,572	29,820	28,662	26,760	30,113	30,692	33,186	39,468	32,764

# Corporate & Other Segment

All figures millions, unless otherwise noted

	Year Quarter	2013 1	2013 2	2013 3	2013 4	2014 1	2014 2	2014 3	2014 4	2015 1
<b>Corporate and other segment results</b>										
<b>Operating metrics</b>										
Investment Planning Counsel assets under administration										
Counsel		3,080	3,053	3,162	3,406	3,587	3,730	3,769	3,850	4,126
Third party and other		13,846	13,854	14,441	17,788	18,592	18,722	19,042	18,828	20,363
Total		16,926	16,907	17,603	21,194	22,179	22,452	22,811	22,678	24,489
Counsel mutual fund assets under management										
Opening		2,950	3,080	3,053	3,162	3,406	3,587	3,730	3,769	3,850
Gross sales		131	113	94	147	157	181	162	182	196
Redemptions		120	114	78	121	117	117	109	132	136
Net sales		11	(1)	16	26	40	64	53	50	60
Acquisitions		-	-	-	45	-	-	-	-	-
Investment returns		119	(26)	93	173	141	79	(14)	31	216
Ending assets		3,080	3,053	3,162	3,406	3,587	3,730	3,769	3,850	4,126
Average assets		3,023	3,082	3,122	3,287	3,497	3,647	3,777	3,787	4,038
Redemption rate (last twelve month trailing)										
Long term funds		14.3%	14.2%	13.5%	13.2%	12.7%	12.3%	12.6%	12.6%	12.6%
Total		14.9%	14.7%	14.0%	13.8%	13.2%	12.8%	13.1%	12.9%	12.9%

# Investors Group – Mutual Fund Assets

All figures millions

Month	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15
<b>Investors Group</b>															
Mutual fund assets under management															
Opening assets	68,255	68,232	70,140	70,877	71,455	71,586	72,400	72,919	73,779	72,686	72,511	73,871	73,459	74,593	76,909
Gross sales	656	868	705	552	569	548	605	557	561	615	630	595	670	880	815
Redemptions	637	576	606	601	558	549	566	531	540	581	493	572	599	567	611
Net sales	19	292	99	(49)	11	(1)	39	26	21	34	137	23	71	313	204
Investment returns	(42)	1,616	638	627	120	815	480	834	(1,114)	(209)	1,223	(435)	1,063	2,003	(616)
Ending assets	68,232	70,140	70,877	71,455	71,586	72,400	72,919	73,779	72,686	72,511	73,871	73,459	74,593	76,909	76,497

## Investors Group

Long Term Mutual fund assets under management

Opening assets	66,999	66,980	68,912	69,649	70,234	70,386	71,216	71,639	72,486	71,386	71,205	72,520	72,119	73,201	75,478
Gross sales	582	801	636	491	513	492	538	492	492	536	496	512	585	802	717
Redemptions	584	525	547	543	502	502	513	483	494	525	443	496	541	512	554
Net sales	(2)	276	89	(52)	11	(10)	25	9	(2)	11	53	16	44	290	163
Net transfers from / (to) short term funds	29	38	17	6	16	22	(121)	8	16	17	37	17	25	33	39
Investment returns	(46)	1,618	631	631	125	818	519	830	(1,114)	(209)	1,225	(434)	1,013	1,954	(622)
Ending assets	66,980	68,912	69,649	70,234	70,386	71,216	71,639	72,486	71,386	71,205	72,520	72,119	73,201	75,478	75,058



# Mackenzie – Mutual Fund Assets

All figures millions

Month	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15
<b>Mackenzie</b>															
Mutual fund assets under management															
Opening assets	46,024	46,245	47,598	48,059	48,271	48,541	49,106	49,142	49,853	48,774	48,501	49,007	48,782	50,308	51,497
Gross sales	652	974	748	582	558	584	511	433	473	580	438	537	501	735	737
Redemptions	702	744	574	539	530	540	519	488	617	867	559	600	677	704	698
Net sales	(50)	230	174	43	28	44	(8)	(55)	(144)	(287)	(121)	(63)	(176)	31	39
Investment returns	271	1,123	287	169	242	521	44	766	(935)	14	627	(162)	1,702	1,158	(592)
Ending assets	46,245	47,598	48,059	48,271	48,541	49,106	49,142	49,853	48,774	48,501	49,007	48,782	50,308	51,497	50,944

**Mackenzie**  
Long Term Mutual fund assets under management

Opening assets	45,374	45,595	46,958	47,417	47,654	47,948	48,520	48,566	49,283	48,205	47,905	48,422	48,201	49,736	50,938
Gross sales	619	936	704	549	528	550	481	410	441	532	412	508	474	698	699
Redemptions	670	715	547	507	501	515	497	468	591	840	535	573	652	672	668
Net sales	(51)	221	157	42	27	35	(16)	(58)	(150)	(308)	(123)	(65)	(178)	26	31
Net transfers from / (to) short term funds	19	20	15	22	17	11	18	11	7	(6)	13	6	43	19	(307)
Investment returns	253	1,122	287	173	250	526	44	764	(935)	14	627	(162)	1,670	1,157	(264)
Ending assets	45,595	46,958	47,417	47,654	47,948	48,520	48,566	49,283	48,205	47,905	48,422	48,201	49,736	50,938	50,398

# Counsel – Mutual Fund Assets

All figures millions

Month Jan-14 Feb-14 Mar-14 Apr-14 May-14 Jun-14 Jul-14 Aug-14 Sep-14 Oct-14 Nov-14 Dec-14 Jan-15 Feb-15 Mar-15

## Counsel

Mutual fund assets under management

Opening assets	3,406	3,444	3,560	3,587	3,613	3,660	3,730	3,753	3,827	3,769	3,796	3,850	3,850	4,031	4,131
Gross sales	45	62	50	48	56	77	46	61	55	66	54	62	60	70	66
Redemptions	43	41	33	45	37	35	32	40	37	48	42	42	47	43	46
Net sales	2	21	17	3	19	42	14	21	18	18	12	20	13	27	20
Investment returns	36	95	10	23	28	28	9	53	(76)	9	42	(20)	168	73	(25)
Ending assets	3,444	3,560	3,587	3,613	3,660	3,730	3,753	3,827	3,769	3,796	3,850	3,850	4,031	4,131	4,126

## Counsel

Long Term Mutual fund assets under management

Opening assets	3,380	3,420	3,535	3,563	3,590	3,636	3,709	3,734	3,807	3,750	3,776	3,830	3,828	4,009	4,108
Gross sales	41	56	43	42	49	71	42	56	50	61	50	56	55	63	59
Redemptions	43	38	31	44	36	33	32	39	36	47	41	41	46	42	43
Net sales	(2)	18	12	(2)	13	38	10	17	14	14	9	15	9	21	16
Net transfers from / (to) short term funds	5	3	6	6	6	7	5	3	6	3	3	3	5	4	7
Investment returns	37	94	10	23	27	28	10	53	(77)	9	42	(20)	167	74	(25)
Ending assets	3,420	3,535	3,563	3,590	3,636	3,709	3,734	3,807	3,750	3,776	3,830	3,828	4,009	4,108	4,106