

## IGM FINANCIAL INC. ANNOUNCES FEBRUARY 2017 MUTUAL FUND SALES AND TOTAL ASSETS UNDER MANAGEMENT

**Winnipeg – March 2, 2017:** IGM Financial Inc. (IGM) (TSX: IGM) today reported preliminary total mutual fund net new money in February of \$533.3 million as shown in Table 1. Total assets under management were \$145.0 billion at February 28, 2017, compared with \$141.7 billion at January 31, 2017 and \$129.0 billion at February 29, 2016. Mutual fund assets under management were \$140.1 billion at February 28, 2017, compared with \$137.0 billion at January 31, 2017 and \$123.1 billion at February 29, 2016. Assets under management are shown in Table 2.

**Table 1 - Mutual Funds Net New Money\***

Month ended February 28, 2017 (\$ millions) (unaudited)	Investors Group	Mackenzie	Counsel	IGM Financial
<b>All Mutual Funds</b>				
Gross Sales	\$1,071.8	\$1,268.0 <sup>1</sup>	\$68.5	\$2,408.3
Net New Money	\$450.8	\$73.6 <sup>1</sup>	\$8.9	\$533.3
<b>Long Term Mutual Funds</b>				
Gross Sales	\$965.6	\$1,231.4	\$65.5	\$2,262.5
Net New Money	\$402.6	\$64.9	\$6.7	\$474.2

\*Mutual Fund Net New Money is defined as Gross Sales less Gross Redemptions and is consistent with the terminology used by The Investment Funds Institute of Canada (IFIC).

<sup>1</sup> During February 2017, a third party program which includes Mackenzie mutual funds made fund allocation changes which resulted in gross sales of \$313.0 million, redemptions of \$472.5 million and net redemptions of \$159.5 million.

Table 2 - Assets under Management (\$ billions) (unaudited)	February 2017	January 2017	February 2016	% Change Last Month	% Change YOY
<b>Total Assets under Management<sup>2</sup></b>	\$145.02	\$141.74	\$129.01	2.3	12.4
<b>Mutual Fund Assets under Management</b>	\$140.12	\$136.98	\$123.14	2.3	13.8
<b>Investors Group</b>					
Mutual Funds	\$83.05	\$81.31	\$72.92	2.1	13.9
<b>Mackenzie</b>					
Mutual Funds	\$52.49	\$51.19	\$46.14	2.5	13.8
Sub-advisory, institutional and other <sup>3</sup>	\$13.06	\$12.72	\$12.81	2.7	2.0
<b>Total Mackenzie</b>	<b>\$65.55</b>	<b>\$63.91</b>	<b>\$58.95</b>	<b>2.6</b>	<b>11.2</b>
<b>Counsel</b>					
Mutual Funds	\$4.59	\$4.48	\$4.09	2.5	12.2

<sup>2</sup> Excludes assets managed by Mackenzie on behalf of Investors Group and Investment Planning Counsel. These assets had a value of \$8.2 billion at February 28, 2017 (\$8.0 billion at January 31, 2017 and \$6.9 billion at February 29, 2016).

<sup>3</sup> Includes exchange traded fund (“ETF”) assets managed by Mackenzie of \$200.7 million as at February 28, 2017 and \$177.2 million at January 31, 2017. ETF assets include investments from Mackenzie mutual funds of \$62.4 million as at February 28, 2017 and \$57.6 million as at January 31, 2017.

Preliminary average mutual fund assets under management and average total assets under management for the quarter to date are set out in Table 3.

**Table 3 - Average Assets under Management <sup>4</sup>**  
**(\$ billions) (unaudited)**

	<u>Quarter to Date</u>
<b>Total Average Assets under Management <sup>5</sup></b>	\$143.24
<b>Mutual Fund Average Assets under Management</b>	\$138.43
<b>Investors Group</b>	
Mutual Funds	\$82.13
<b>Mackenzie</b>	
Mutual Funds	\$51.78
Sub-advisory, institutional and other	\$12.83
Total Mackenzie	<u>\$64.61</u>
<b>Counsel</b>	
Mutual Funds	\$4.53

<sup>4</sup> Based on daily average mutual fund assets and month-end average institutional, sub-advisory and other assets.

<sup>5</sup> Excludes average assets of \$8.0 billion managed by Mackenzie on behalf of Investors Group and Investment Planning Counsel.

*IGM Financial Inc. is one of Canada's premier personal financial services companies, and one of the country's largest managers and distributors of mutual funds and other managed asset products, with approximately \$145 billion in total assets under management. Its activities are carried out principally through Investors Group's network of Consultants located across Canada, Mackenzie Financial Corporation's network of third-party financial advisors and Investment Planning Counsel's network of financial planners dedicated to serving the needs of their clients.*

*A MEMBER OF THE POWER FINANCIAL CORPORATION GROUP OF COMPANIES.*

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