



Third Quarter Report

**IGM**  
Financial™

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#### Caution Regarding Forward-Looking Statements

Certain statements in this report, other than statements of historical fact, are forward-looking statements based on certain assumptions and reflect IGM Financial's current expectations. Forward-looking statements are provided to assist the reader in understanding the Company's financial position and results of operations as at and for the periods ended on certain dates and to present information about management's current expectations and plans relating to the future. Readers are cautioned that such statements may not be appropriate for other purposes. These statements may include, without limitation, statements regarding the operations, business, financial condition, expected financial results, performance, prospects, opportunities, priorities, targets, goals, ongoing objectives, strategies and outlook of the Company, as well as the outlook for North American and international economies, for the current fiscal year and subsequent periods. Forward-looking statements include statements that are predictive in nature, depend upon or refer to future events or conditions, or include words such as "expects", "anticipates", "plans", "believes", "estimates", "seeks", "intends", "targets", "projects", "forecasts" or negative versions thereof and other similar expressions, or future or conditional verbs such as "may", "will", "should", "would" and "could".

This information is based upon certain material factors or assumptions that were applied in drawing a conclusion or making a forecast or projection as reflected in the forward-looking statements, including the perception of historical trends, current conditions and expected future developments, as well as other factors that are believed to be appropriate in the circumstances. While the Company considers these assumptions to be reasonable based on information currently available to management, they may prove to be incorrect.

By its nature, this information is subject to inherent risks and uncertainties that may be general or specific and which give rise to the possibility that expectations, forecasts, predictions, projections or conclusions will not prove to be accurate, that assumptions may not be correct and that objectives, strategic goals and priorities will not be achieved.

A variety of material factors, many of which are beyond the Company's and its subsidiaries' control, affect the operations, performance and results of the Company, and its subsidiaries, and their businesses, and could cause actual results to differ materially from current expectations of estimated or anticipated events or results. These factors include, but are not limited to: the impact or unanticipated impact of general economic, political and market factors in North America and internationally, interest and foreign exchange rates, global equity and capital markets, management of market liquidity and funding risks, changes in accounting policies and methods used to report financial condition (including uncertainties associated with critical accounting assumptions and estimates), the effect of applying future accounting changes, operational and reputational risks, business competition, technological change, changes in government regulations and legislation, changes in tax laws, unexpected judicial or regulatory proceedings, catastrophic events, the Company's ability to complete strategic transactions, integrate acquisitions and implement other growth strategies, and the Company's and its subsidiaries' success in anticipating and managing the foregoing factors.

The reader is cautioned that the foregoing list is not exhaustive of the factors that may affect any of the Company's forward-looking statements. The reader is

also cautioned to consider these and other factors, uncertainties and potential events carefully and not place undue reliance on forward-looking statements.

Other than as specifically required by applicable Canadian law, the Company undertakes no obligation to update any forward-looking statements to reflect events or circumstances after the date on which such statements are made, or to reflect the occurrence of unanticipated events, whether as a result of new information, future events or results, or otherwise.

Additional information about the risks and uncertainties of the Company's business and material factors or assumptions on which information contained in forward-looking statements is based is provided in its disclosure materials filed with the securities regulatory authorities in Canada, available at [www.sedar.com](http://www.sedar.com).

#### Non-IFRS Financial Measures and Additional IFRS Measures

This report contains non-IFRS financial measures and additional IFRS measures. Net earnings available to common shareholders, which is an additional measure in accordance with International Financial Reporting Standards (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.

Terms by which non-IFRS financial measures are identified include but are not limited to "operating earnings available to common shareholders", "operating earnings per share", "operating return on average common equity" and other similar expressions used to provide management and investors with additional measures to assess earnings performance. As well, "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 non-IFRS financial measures used to provide management, investors and investment analysts with additional measures 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. However, non-IFRS financial measures do not have standard meanings prescribed by IFRS and are not directly comparable to similar measures used by other companies. Please refer to the appropriate reconciliations of these non-IFRS financial measures to measures prescribed by IFRS.

Terms by which additional IFRS measures are identified include "earnings before income taxes" and "net earnings available to common shareholders". Additional IFRS measures 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.

## FINANCIAL HIGHLIGHTS

<i>(unaudited)</i>	FOR THE THREE MONTHS ENDED SEPTEMBER 30			AS AT AND FOR THE NINE MONTHS ENDED SEPTEMBER 30		
	2015	2014	CHANGE	2015	2014	CHANGE
<b>Earnings available to common shareholders</b> (\$ millions)						
Operating Earnings <sup>(1)</sup>	\$ 199.0	\$ 219.7	(9.4)%	\$ 597.8	\$ 618.0	(3.3)%
Net Earnings	199.0	219.7	(9.4)	597.8	604.4	(1.1)
<b>Diluted earnings per share</b>						
Operating Earnings <sup>(1)</sup>	0.81	0.87	(6.9)	2.40	2.44	(1.6)
Net Earnings	0.81	0.87	(6.9)	2.40	2.39	0.4
<b>Return on equity</b>						
Operating Earnings <sup>(1)</sup>				17.0 %	17.7 %	
Net Earnings				17.0 %	17.4 %	
<b>Dividends per share</b>	0.5625	0.5375	4.7	1.6875	1.6125	4.7

<b>Total assets under management<sup>(2)</sup></b> (\$ millions)	\$130,923	\$140,617	(6.9)%
<b>Investors Group</b>			
Mutual funds	73,532	72,686	1.2
<b>Mackenzie</b>			
Mutual funds	47,420	48,774	
Sub-advisory, institutional and other accounts	12,871	21,180	
<b>Total</b>	<b>60,291</b>	<b>69,954</b>	<b>(13.8)</b>
<b>Counsel</b>			
Mutual funds	4,005	3,769	6.3

Mutual Funds and Institutional Sales (\$ millions)	INVESTORS GROUP	MACKENZIE		COUNSEL	TOTAL <sup>(3)</sup>
		Mutual Funds	Total		
For the three months ended September 30, 2015					
<b>Gross sales</b>	\$ 1,810	\$ 1,485	\$ 2,623	\$ 185	\$ 3,791
<b>Net sales (redemptions)</b>	139	(180)	(126)	54	(92)
For the nine months ended September 30, 2015					
<b>Gross sales</b>	\$ 6,069	\$ 5,313	\$ 9,345	\$ 538	\$ 13,738
<b>Net sales (redemptions)</b>	754	(831)	(10,229)	135	(9,930)

(1) Non-IFRS Financial Measures:

2014 operating earnings excluded an after-tax charge of \$13.6 million, recorded in the second quarter, related to restructuring and other charges.

(2) Total assets under management excluded \$6.9 billion of assets sub-advised by Mackenzie on behalf of Investors Group and Investment Planning Counsel (\$5.8 billion at September 30, 2014).

(3) Total Gross Sales and Net Sales for the three months ended September 30, 2015 excluded \$827 million and \$159 million, respectively, in accounts sub-advised by Mackenzie on behalf of Investors Group and Investment Planning Counsel.

Total Gross Sales and Net Sales for the nine months ended September 30, 2015 excluded \$2.2 billion and \$590 million, respectively, in accounts sub-advised by Mackenzie on behalf of Investors Group and Investment Planning Counsel.

## REPORT TO SHAREHOLDERS

### FINANCIAL RESULTS

Operating earnings and net earnings available to common shareholders for the three months ended September 30, 2015 were \$199.0 million or 81 cents per share compared to operating earnings and net earnings available to common shareholders of \$219.7 million or 87 cents per share in 2014.

Operating earnings available to common shareholders for the nine months ended September 30, 2015 were \$597.8 million or \$2.40 per share compared to operating earnings available to common shareholders, excluding other items,<sup>1</sup> of \$618.0 million or \$2.44 per share in 2014.

Net earnings available to common shareholders for the nine months ended September 30, 2015 were \$597.8 million or \$2.40 per share compared to net earnings available to common shareholders of \$604.4 million or \$2.39 per share for the comparative period in 2014.

Revenues for the three months ended September 30, 2015 were \$751.7 million compared to \$750.2 million a year ago. Revenues for the nine months ended September 30, 2015 were \$2.28 billion compared to \$2.19 billion a year ago. Expenses were \$494.8 million for the third quarter of 2015 compared to \$463.8 million a year ago and \$1.50 billion for the nine month period compared to \$1.41 billion a year ago.

Total assets under management at September 30, 2015 were \$130.9 billion compared to \$140.6 billion at September 30, 2014. Mutual fund assets under management at September 30, 2015 were \$124.9 billion compared to \$125.2 billion at September 30, 2014.

### INVESTORS GROUP OPERATIONS

Mutual fund sales for the third quarter of 2015 were \$1.8 billion, an increase of 5.0% compared to \$1.7 billion in the prior year, and mutual fund net sales for the third quarter were \$139 million compared to net sales of \$86 million a year ago.

Mutual fund sales for the nine months ended September 30, 2015 were \$6.1 billion, an increase of 8.0% compared to \$5.6 billion in the prior year, and mutual fund net sales were \$754 million compared to net sales of \$457 million a year ago.

The twelve month trailing redemption rate (excluding money market funds) was 8.4% at September 30, 2015, compared to 8.5% at June 30, 2015.

Mutual fund assets under management at September 30, 2015 were \$73.5 billion compared to \$72.7 billion at September 30, 2014.

### MACKENZIE OPERATIONS

Mutual fund sales for the third quarter of 2015 were \$1.5 billion compared to \$1.4 billion in the prior year. Mutual fund net redemptions for the third quarter were \$180 million compared to net redemptions of \$207 million a year ago.

Mutual fund sales for the nine months ended September 30, 2015 were \$5.3 billion compared to \$5.5 billion in the prior year. Mutual fund net redemptions were \$831 million compared to net sales of \$262 million a year ago.<sup>2</sup>

<sup>1</sup> Other items for the nine months ended September 30, 2014 consisted of an after-tax charge of \$13.6 million related to restructuring and other charges.

<sup>2</sup> During the nine months ended September 30, 2015, there was a mutual fund rebalance by an institutional client which resulted in net redemptions of \$12 million, and third party programs which include Mackenzie mutual funds made fund allocation changes which resulted in net redemptions of \$444 million.

Total net redemptions for the third quarter of 2015 were \$126 million compared to total net redemptions of \$1.1 billion a year ago. Total net redemptions for the nine months ended September 30, 2015 were \$10.2 billion compared to total net sales of \$1.1 billion a year ago. Excluding rebalance activities,<sup>3,3</sup> total net redemptions for the third quarter of 2015 were \$126 million compared to total net redemptions of \$196 million a year ago and total net sales for the nine months ended September 30, 2015 were \$527 million compared to total net sales of \$1.1 billion a year ago.

Mackenzie's total assets under management at September 30, 2015 were \$60.3 billion compared to \$70.0 billion at September 30, 2014. Mutual fund assets under management at September 30, 2015 were \$47.4 billion compared to \$48.8 billion a year ago.

#### INVESTMENT PLANNING COUNSEL OPERATIONS

Assets under administration were \$24.1 billion as at September 30, 2015 compared to \$22.8 billion at September 30, 2014. Counsel Portfolio Services Inc. (Counsel) mutual fund assets under management at September 30, 2015 were \$4.0 billion compared to \$3.8 billion at September 30, 2014.

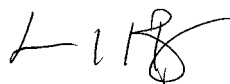
Counsel mutual fund sales for the third quarter of 2015 were \$185 million compared to \$162 million in 2014 and mutual fund net sales were \$54 million compared to net sales of \$53 million a year ago.

Counsel mutual fund sales for the nine months ended September 30, 2015 were \$538 million compared to \$500 million in 2014 and mutual fund net sales were \$135 million compared to net sales of \$157 million a year ago.

#### DIVIDENDS

The Board of Directors has declared a dividend of 56.25 cents per share on the Company's common shares and has declared a dividend of \$0.36875 per share on the Company's 5.90% Non-Cumulative First Preferred Shares, Series "B". The common share dividend is payable on January 29, 2016 to shareholders of record on December 31, 2015. The preferred share dividend is payable on February 1, 2016 to shareholders of record on December 31, 2015.

On behalf of the Board of Directors,



Murray J. Taylor  
Co-President and  
Chief Executive Officer  
IGM Financial Inc.



Jeffrey R. Carney  
Co-President and  
Chief Executive Officer  
IGM Financial Inc.

November 5, 2015

<sup>3</sup> During the nine months ended September 30, 2015, MD Financial Management ("MD") re-assigned sub-advisory responsibilities on four fixed income mandates (totalling \$10.3 billion) advised by Mackenzie. The impact on Mackenzie's pre-tax earnings from these mandate changes is not meaningful. Following the changes, Mackenzie continues to advise MD on a number of fixed income, balanced and equity mandates.

During the third quarter of 2014, there were tactical rebalances by an institutional client that resulted in redemptions of \$905 million.

During the nine months ended September 30, 2014, there were tactical rebalances by an institutional client that resulted in net sales of \$35 million into separately managed account investment mandates advised by Mackenzie.

## **MANAGEMENT'S DISCUSSION AND ANALYSIS**

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# Management's Discussion and Analysis

The Management's Discussion and Analysis (MD&A) presents management's view of the results of operations and financial condition of IGM Financial Inc. (IGM Financial or the Company) as at and for the three and nine months ended September 30, 2015 and should be read in conjunction with the unaudited Interim Condensed Consolidated Financial Statements (Interim Financial Statements) as well as the 2014 IGM Financial Inc. Annual Report and the 2015 IGM Financial Inc. First and Second Quarter Reports to Shareholders filed on [www.sedar.com](http://www.sedar.com). Commentary in the MD&A as at and for the three and nine months ended September 30, 2015 is as of November 5, 2015.

## Basis of Presentation and Summary of Accounting Policies

The Interim Financial Statements of IGM Financial, which are the basis of the information presented in the Company's MD&A, have been prepared in accordance with International Accounting Standard 34, *Interim Financial Reporting* (IFRS) and are presented in Canadian dollars (Note 2 of the Interim Financial Statements).

### FORWARD-LOOKING STATEMENTS

Certain statements in this MD&A, other than statements of historical fact, are forward-looking statements based on certain assumptions and reflect IGM Financial's current expectations. Forward-looking statements are provided to assist the reader in understanding the Company's financial position and results of operations as at and for the periods ended on certain dates and to present information about management's current expectations and plans relating to the future. Readers are cautioned that such statements may not be appropriate for other purposes. These statements may include, without limitation, statements regarding the operations, business, financial condition, expected financial results, performance, prospects, opportunities, priorities, targets, goals, ongoing objectives, strategies and outlook of the Company, as well as the outlook for North American and international economies, for the current fiscal year and subsequent periods. Forward-looking statements include statements that are predictive in nature, depend upon or refer to future events or conditions, or include words such as "expects", "anticipates", "plans", "believes", "estimates", "seeks", "intends", "targets", "projects", "forecasts" or negative versions thereof and other similar expressions, or future or conditional verbs such as "may", "will", "should", "would" and "could".

This information is based upon certain material factors or assumptions that were applied in drawing a conclusion or making a forecast or projection as reflected in the forward-looking statements, including the perception of historical trends, current conditions

and expected future developments, as well as other factors that are believed to be appropriate in the circumstances. While the Company considers these assumptions to be reasonable based on information currently available to management, they may prove to be incorrect.

By its nature, this information is subject to inherent risks and uncertainties that may be general or specific and which give rise to the possibility that expectations, forecasts, predictions, projections or conclusions will not prove to be accurate, that assumptions may not be correct and that objectives, strategic goals and priorities will not be achieved.

A variety of material factors, many of which are beyond the Company's and its subsidiaries' control, affect the operations, performance and results of the Company, and its subsidiaries, and their businesses, and could cause actual results to differ materially from current expectations of estimated or anticipated events or results. These factors include, but are not limited to: the impact or unanticipated impact of general economic, political and market factors in North America and internationally, interest and foreign exchange rates, global equity and capital markets, management of market liquidity and funding risks, changes in accounting policies and methods used to report financial condition (including uncertainties associated with critical accounting assumptions and estimates), the effect of applying future accounting changes, operational and reputational risks, business competition, technological change,

changes in government regulations and legislation, changes in tax laws, unexpected judicial or regulatory proceedings, catastrophic events, the Company's ability to complete strategic transactions, integrate acquisitions and implement other growth strategies, and the Company's and its subsidiaries' success in anticipating and managing the foregoing factors.

The reader is cautioned that the foregoing list is not exhaustive of the factors that may affect any of the Company's forward-looking statements. The reader is also cautioned to consider these and other factors, uncertainties and potential events carefully and not place undue reliance on forward-looking statements.

Other than as specifically required by applicable Canadian law, the Company undertakes no obligation to update any forward-looking statements to reflect events or circumstances after the date on which such statements are made, or to reflect the occurrence of unanticipated events, whether as a result of new information, future events or results, or otherwise.

Additional information about the risks and uncertainties of the Company's business and material factors or assumptions on which information contained in forward-looking statements is based is provided in its disclosure materials, including this Management's Discussion and Analysis and its most recent Annual Information Form, filed with the securities regulatory authorities in Canada, available at [www.sedar.com](http://www.sedar.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.

Refer to the appropriate reconciliations of non-IFRS financial measures to reported results in accordance with IFRS in Tables 1 to 4.

# IGM Financial Inc.

## Summary of Consolidated Operating Results

IGM Financial Inc. (TSX:IGM) is one of Canada's premier financial services companies. The Company's principal businesses are Investors Group Inc. and Mackenzie Financial Corporation, each operating distinctly primarily within the advice segment of the financial services market.

Mutual fund assets under management were \$124.9 billion at September 30, 2015 compared with \$125.2 billion at September 30, 2014. Average mutual fund assets under management for the third quarter of 2015 were \$128.6 billion compared to \$126.2 billion in the third quarter of 2014. Average mutual fund assets under management for the nine months ended September 30, 2015 were \$130.0 billion

compared to \$123.2 billion for the nine months ended September 30, 2014.

Total assets under management were \$130.9 billion at September 30, 2015 compared with \$140.6 billion at September 30, 2014, as detailed in Tables 6 and 7. Average total assets under management for the third quarter of 2015 were \$134.8 billion compared to \$142.3 billion in the third quarter of 2014. Average total assets under management for the nine months ended September 30, 2015 were \$142.4 billion compared to \$138.4 billion for the nine months ended September 30, 2014.

Operating earnings and net earnings available to common shareholders for the three months ended

TABLE 1: RECONCILIATION OF NON-IFRS FINANCIAL MEASURES

(\$ millions)	THREE MONTHS ENDED			NINE MONTHS ENDED	
	2015 SEP. 30	2015 JUN. 30	2014 SEP. 30	2015 SEP. 30	2014 SEP. 30
<b>Operating earnings available to common shareholders – Non-IFRS measure</b>	\$ 199.0	\$ 198.5	\$ 219.7	\$ 597.8	\$ 618.0
Restructuring and other charges, net of tax	–	–	–	–	(13.6)
<b>Net earnings available to common shareholders – IFRS</b>	\$ 199.0	\$ 198.5	\$ 219.7	\$ 597.8	\$ 604.4
<b>Operating earnings per share<sup>(1)</sup> available to common shareholders – Non-IFRS measure</b>	\$ 0.81	\$ 0.80	\$ 0.87	\$ 2.40	\$ 2.44
Restructuring and other charges, net of tax	–	–	–	–	(0.05)
<b>Net earnings per share<sup>(1)</sup> available to common shareholders – IFRS</b>	\$ 0.81	\$ 0.80	\$ 0.87	\$ 2.40	\$ 2.39
<b>Adjusted EBITDA – Non-IFRS measure</b>	\$ 347.9	\$ 349.4	\$ 375.8	\$ 1,046.2	\$ 1,070.2
Restructuring and other charges	–	–	–	–	(18.3)
<b>EBITDA – Non-IFRS measure</b>	347.9	349.4	375.8	1,046.2	1,051.9
Commission amortization	(57.7)	(57.9)	(57.2)	(174.3)	(176.0)
Amortization of capital assets and intangible assets and other	(10.1)	(11.9)	(9.0)	(31.8)	(27.1)
Interest expense on long-term debt	(23.2)	(22.9)	(23.2)	(68.9)	(68.9)
<b>Earnings before income taxes</b>	256.9	256.7	286.4	771.2	779.9
Income taxes	(55.7)	(56.0)	(64.5)	(166.8)	(168.9)
Perpetual preferred share dividends	(2.2)	(2.2)	(2.2)	(6.6)	(6.6)
<b>Net earnings available to common shareholders – IFRS</b>	\$ 199.0	\$ 198.5	\$ 219.7	\$ 597.8	\$ 604.4

(1) Diluted earnings per share



September 30, 2015 were \$199.0 million or 81 cents per share compared to operating earnings and net earnings available to common shareholders of \$219.7 million or 87 cents per share for the comparative period in 2014.

Operating earnings available to common shareholders for the nine months ended September 30, 2015 were \$597.8 million or \$2.40 per share compared to operating earnings available to common shareholders, excluding other items outlined below, of \$618.0 million or \$2.44 per share for the comparative period in 2014.

Net earnings available to common shareholders for the nine months ended September 30, 2015 were \$597.8 million or \$2.40 per share compared to net earnings available to common shareholders of \$604.4 million or \$2.39 per share for the comparative period in 2014.

Other items for the nine months ended September 30, 2014 consisted of an after-tax charge of \$13.6 million recorded in the second quarter related to restructuring and other charges.

Shareholders' equity was \$4.8 billion as at September 30, 2015, unchanged from December 31, 2014. Return on average common equity based on operating earnings for the nine months ended September 30, 2015 was 17.0% compared with 17.7% for the comparative period in 2014. The quarterly dividend per common share declared in the third quarter of 2015 was 56.25 cents, unchanged from the second quarter of 2015.

## REPORTABLE SEGMENTS

IGM Financial's reportable segments, which reflect the current organizational structure and internal financial reporting, are:

- Investors Group
- Mackenzie Investments (Mackenzie Investments or Mackenzie)
- Corporate and Other.

TABLE 2: CONSOLIDATED OPERATING RESULTS BY SEGMENT – Q3 2015 VS. Q3 2014

Three months ended (\$ millions)	INVESTORS GROUP		MACKENZIE		CORPORATE & OTHER		TOTAL	
	2015 SEP. 30	2014 SEP. 30	2015 SEP. 30	2014 SEP. 30	2015 SEP. 30	2014 SEP. 30	2015 SEP. 30	2014 SEP. 30
<b>Revenues</b>								
Fee income	\$ 442.4	\$ 434.6	\$ 200.6	\$ 210.7	\$ 62.8	\$ 58.7	\$ 705.8	\$ 704.0
Net investment income and other	16.8	16.5	0.7	1.4	28.4	28.3	45.9	46.2
	459.2	451.1	201.3	212.1	91.2	87.0	751.7	750.2
<b>Expenses</b>								
Commission	144.9	134.1	75.3	75.4	43.0	40.3	263.2	249.8
Non-Commission	123.7	109.9	71.5	67.5	13.2	13.4	208.4	190.8
	268.6	244.0	146.8	142.9	56.2	53.7	471.6	440.6
<b>Earnings before interest and taxes</b>	\$ 190.6	\$ 207.1	\$ 54.5	\$ 69.2	\$ 35.0	\$ 33.3	280.1	309.6
Interest expense							(23.2)	(23.2)
Earnings before income taxes							256.9	286.4
Income taxes							55.7	64.5
<b>Net earnings</b>							201.2	221.9
Perpetual preferred share dividends							2.2	2.2
<b>Net earnings available to common shareholders</b>							\$ 199.0	\$ 219.7
<b>Operating earnings available to common shareholders<sup>(1)</sup></b>							\$ 199.0	\$ 219.7

(1) Refer to Non-IFRS Financial Measures and Additional IFRS Measures in this MD&A for an explanation of the Company's use of non-IFRS financial measures.

Management measures and evaluates the performance of these segments based on EBIT as shown in Tables 2, 3, and 4. Segment operations are discussed in each of their respective Review of Segment Operating Results sections of the MD&A.

Certain items reflected in Tables 2, 3, and 4 are not allocated to segments:

- *Interest expense* – represents interest expense on long-term debt.
- *2014 Restructuring and other charges* – primarily reflects severance and other costs associated with Mackenzie cost rationalization activities as well as senior management changes announced and implemented during the second quarter.

- *Income taxes* – changes in the effective tax rates are shown in Table 5.

Tax planning may result in the Company recording lower levels of income taxes. Management monitors the status of its income tax filings and regularly assesses the overall adequacy of its provision for income taxes and, as a result, income taxes recorded in prior years may be adjusted in the current year. The effect of changes in management's best estimates reported in operating earnings is reflected in Other items, which also includes, but is not limited to, the effect of lower effective income tax rates on foreign operations.

- *Perpetual preferred share dividends* – represents the dividends declared on the Company's 5.90% non-cumulative first preferred shares.

TABLE 3: CONSOLIDATED OPERATING RESULTS BY SEGMENT – YTD 2015 VS. YTD 2014

Nine months ended (\$ millions)	INVESTORS GROUP		MACKENZIE		CORPORATE & OTHER		TOTAL	
	2015 SEP. 30	2014 SEP. 30	2015 SEP. 30	2014 SEP. 30	2015 SEP. 30	2014 SEP. 30	2015 SEP. 30	2014 SEP. 30
<b>Revenues</b>								
Fee income	\$ 1,328.1	\$ 1,275.4	\$ 613.3	\$ 618.8	\$ 188.9	\$ 172.5	\$ 2,130.3	\$ 2,066.7
Net investment income and other	52.5	35.6	4.9	3.1	88.1	81.4	145.5	120.1
	1,380.6	1,311.0	618.2	621.9	277.0	253.9	2,275.8	2,186.8
<b>Expenses</b>								
Commission	437.3	397.4	230.6	224.0	129.9	117.3	797.8	738.7
Non-Commission	372.1	333.4	222.2	205.1	43.6	42.5	637.9	581.0
	809.4	730.8	452.8	429.1	173.5	159.8	1,435.7	1,319.7
<b>Earnings before interest and taxes</b>	\$ 571.2	\$ 580.2	\$ 165.4	\$ 192.8	\$ 103.5	\$ 94.1	840.1	867.1
Interest expense							(68.9)	(68.9)
Restructuring and other charges							–	(18.3)
Earnings before income taxes							771.2	779.9
Income taxes							166.8	168.9
<b>Net earnings</b>							604.4	611.0
Perpetual preferred share dividends							6.6	6.6
<b>Net earnings available to common shareholders</b>							\$ 597.8	\$ 604.4
<b>Operating earnings available to common shareholders<sup>(1)</sup></b>							\$ 597.8	\$ 618.0

(1) Refer to Non-IFRS Financial Measures and Additional IFRS Measures in this MD&A for an explanation of the Company's use of non-IFRS financial measures.

TABLE 4: CONSOLIDATED OPERATING RESULTS BY SEGMENT – Q3 2015 VS. Q2 2015

Three months ended (\$ millions)	INVESTORS GROUP		MACKENZIE		CORPORATE & OTHER		TOTAL	
	2015 SEP. 30	2015 JUN. 30	2015 SEP. 30	2015 JUN. 30	2015 SEP. 30	2015 JUN. 30	2015 SEP. 30	2015 JUN. 30
<b>Revenues</b>								
Fee income	\$ 442.4	\$ 450.2	\$ 200.6	\$ 206.0	\$ 62.8	\$ 62.4	\$ 705.8	\$ 718.6
Net investment income and other	16.8	14.2	0.7	–	28.4	30.4	45.9	44.6
	459.2	464.4	201.3	206.0	91.2	92.8	751.7	763.2
<b>Expenses</b>								
Commission	144.9	147.4	75.3	77.5	43.0	42.8	263.2	267.7
Non-Commission	123.7	127.1	71.5	74.5	13.2	14.3	208.4	215.9
	268.6	274.5	146.8	152.0	56.2	57.1	471.6	483.6
<b>Earnings before interest and taxes</b>	\$ 190.6	\$ 189.9	\$ 54.5	\$ 54.0	\$ 35.0	\$ 35.7	280.1	279.6
Interest expense							(23.2)	(22.9)
Earnings before income taxes							256.9	256.7
Income taxes							55.7	56.0
<b>Net earnings</b>							201.2	200.7
Perpetual preferred share dividends							2.2	2.2
<b>Net earnings available to common shareholders</b>							\$ 199.0	\$ 198.5
<b>Operating earnings available to common shareholders<sup>(1)</sup></b>							\$ 199.0	\$ 198.5

(1) Refer to Non-IFRS Financial Measures and Additional IFRS Measures in this MD&A for an explanation of the Company's use of non-IFRS financial measures.

TABLE 5: EFFECTIVE INCOME TAX RATE

	THREE MONTHS ENDED			NINE MONTHS ENDED	
	2015 SEP. 30	2015 JUN. 30	2014 SEP. 30	2015 SEP. 30	2014 SEP. 30
<b>Income taxes at Canadian federal and provincial statutory rates</b>	26.72 %	26.83 %	26.62 %	26.72 %	26.61 %
Effect of:					
Proportionate share of affiliate's earnings	(2.76)	(3.09)	(2.33)	(2.85)	(2.35)
Loss consolidation <sup>(1)</sup>	(2.38)	(2.36)	(1.78)	(2.34)	(1.89)
Other items	0.09	0.45	–	0.09	(0.71)
<b>Effective income tax rate – net earnings</b>	21.67 %	21.83 %	22.51 %	21.62 %	21.66 %

(1) See the Transactions with Related Parties section of this MD&A for additional information.

## SUMMARY OF CHANGES IN TOTAL ASSETS UNDER MANAGEMENT

Total assets under management were \$130.9 billion at September 30, 2015 compared to \$140.6 billion at September 30, 2014. Changes in total assets under management are detailed in Tables 6 and 7.

Changes in assets under management for Investors Group and Mackenzie are discussed further in each of their respective Review of the Business sections in the MD&A.

TABLE 6: CHANGE IN TOTAL ASSETS UNDER MANAGEMENT – Q3 2015 VS. Q3 2014

Three months ended (\$ millions)	INVESTORS GROUP		MACKENZIE		INVESTMENT PLANNING COUNSEL		CONSOLIDATED <sup>(1)</sup>	
	2015 SEP. 30	2014 SEP. 30	2015 SEP. 30	2014 SEP. 30	2015 SEP. 30	2014 SEP. 30	2015 SEP. 30	2014 SEP. 30
<b>Mutual funds</b>								
Gross sales – money market	\$ 274	\$ 201	\$ 84	\$ 85	\$ 15	\$ 14	\$ 373	\$ 300
Gross sales – long term	1,536	1,522	1,401	1,332	170	148	3,099	2,998
Total mutual fund gross sales	\$ 1,810	\$ 1,723	\$ 1,485	\$ 1,417	\$ 185	\$ 162	\$ 3,472	\$ 3,298
Net sales – money market	\$ 113	\$ 54	\$ 15	\$ 17	\$ 11	\$ 12	\$ 139	\$ 83
Net sales – long term	26	32	(195)	(224)	43	41	(130)	(153)
Total mutual fund net sales	\$ 139	\$ 86	\$ (180)	\$ (207)	\$ 54	\$ 53	\$ 9	\$ (70)
<b>Sub-advisory, institutional and other accounts</b>								
Gross sales	\$ –	\$ –	\$ 1,138	\$ 1,011	\$ –	\$ –	\$ 319	\$ 564
Net sales <sup>(2)</sup>	–	–	54	(894)	–	–	(101)	(916)
<b>Combined</b>								
Gross sales	\$ 1,810	\$ 1,723	\$ 2,623	\$ 2,428	\$ 185	\$ 162	\$ 3,791	\$ 3,862
Net sales <sup>(2)</sup>	139	86	(126)	(1,101)	54	53	(92)	(986)
<b>Change in total assets under management</b>								
Net sales <sup>(2)</sup>	\$ 139	\$ 86	\$ (126)	\$ (1,101)	\$ 54	\$ 53	\$ (92)	\$ (986)
Market and income	(2,451)	200	(2,608)	(26)	(102)	(14)	(4,956)	169
Net change in assets	(2,312)	286	(2,734)	(1,127)	(48)	39	(5,048)	(817)
Beginning assets	75,844	72,400	63,025	71,081	4,053	3,730	135,971	141,434
<b>Ending assets</b>	<b>\$ 73,532</b>	<b>\$ 72,686</b>	<b>\$ 60,291</b>	<b>\$ 69,954</b>	<b>\$ 4,005</b>	<b>\$ 3,769</b>	<b>\$ 130,923</b>	<b>\$ 140,617</b>

(1) Total Gross Sales and Net Sales excluded \$827 million and \$159 million, respectively, in accounts sub-advised by Mackenzie on behalf of Investors Group and Investment Planning Counsel (\$451 million and \$24 million in 2014).

Total assets under management excluded \$6.9 billion of assets sub-advised by Mackenzie on behalf of Investors Group and Investment Planning Counsel (\$5.8 billion at September 30, 2014).

(2) During the third quarter of 2014, there were tactical rebalances by an institutional client that resulted in net redemptions of \$905 million out of separately managed account investment mandates advised by Mackenzie.



TABLE 7: CHANGE IN TOTAL ASSETS UNDER MANAGEMENT – 2015 VS. 2014

Nine months ended (\$ millions)	INVESTORS GROUP		MACKENZIE		INVESTMENT PLANNING COUNSEL		CONSOLIDATED <sup>(1)</sup>	
	2015 SEP. 30	2014 SEP. 30	2015 SEP. 30	2014 SEP. 30	2015 SEP. 30	2014 SEP. 30	2015 SEP. 30	2014 SEP. 30
<b>Mutual funds</b>								
Gross sales – money market	\$ 808	\$ 584	\$ 297	\$ 299	\$ 49	\$ 50	\$ 1,154	\$ 933
Gross sales – long term	5,261	5,037	5,016	5,216	489	450	10,747	10,689
Total mutual fund gross sales	\$ 6,069	\$ 5,621	\$ 5,313	\$ 5,515	\$ 538	\$ 500	\$ 11,901	\$ 11,622
Net sales – money market	\$ 281	\$ 114	\$ 66	\$ 55	\$ 38	\$ 38	\$ 385	\$ 207
Net sales – long term <sup>(2)</sup>	473	343	(897)	207	97	119	(336)	659
Total mutual fund net sales	\$ 754	\$ 457	\$ (831)	\$ 262	\$ 135	\$ 157	\$ 49	\$ 866
<b>Sub-advisory, institutional and other accounts</b>								
Gross sales	\$ –	\$ –	\$ 4,032	\$ 5,132	\$ –	\$ –	\$ 1,837	\$ 3,427
Net sales <sup>(2)</sup>	–	–	(9,398)	833	–	–	(9,979)	543
<b>Combined</b>								
Gross sales	\$ 6,069	\$ 5,621	\$ 9,345	\$ 10,647	\$ 538	\$ 500	\$ 13,738	\$ 15,049
Net sales <sup>(2)</sup>	754	457	(10,229)	1,095	135	157	(9,930)	1,409
<b>Change in total assets under management</b>								
Net sales <sup>(2)</sup>	\$ 754	\$ 457	\$ (10,229)	\$ 1,095	\$ 135	\$ 157	\$ (9,930)	\$ 1,409
Market and income	(681)	3,974	(356)	3,544	20	206	(1,066)	7,432
Net change in assets	73	4,431	(10,585)	4,639	155	363	(10,996)	8,841
Beginning assets	73,459	68,255	70,876	65,315	3,850	3,406	141,919	131,776
<b>Ending assets</b>	<b>\$ 73,532</b>	<b>\$ 72,686</b>	<b>\$ 60,291</b>	<b>\$ 69,954</b>	<b>\$ 4,005</b>	<b>\$ 3,769</b>	<b>\$ 130,923</b>	<b>\$ 140,617</b>

(1) Total Gross Sales and Net Sales excluded \$2.2 billion and \$590 million, respectively, in accounts sub-advised by Mackenzie on behalf of Investors Group and Investment Planning Counsel (\$1.7 billion and \$300 million in 2014).

Total assets under management excluded \$6.9 billion of assets sub-advised by Mackenzie on behalf of Investors Group and Investment Planning Counsel (\$5.8 billion at September 30, 2014).

(2) During the nine months ended September 30, 2015, MD Financial Management re-assigned sub-advisory responsibilities on four fixed income mandates (totalling \$10.3 billion) advised by Mackenzie. In addition, during the nine month period, third party programs which include Mackenzie mutual funds made fund allocation changes which resulted in gross sales of \$141 million, redemptions of \$597 million and net redemptions of \$456 million.

During the nine months ended September 30, 2014, there were tactical rebalances by an institutional client that resulted in gross sales of \$1.2 billion, redemptions of \$1.2 billion and net sales of \$35 million into separately managed account investment mandates advised by Mackenzie.

## SUMMARY OF QUARTERLY RESULTS

The Summary of Quarterly Results in Table 8 includes the eight most recent quarters and the reconciliation of non-IFRS financial measures to net earnings in accordance with IFRS.

Average daily mutual fund assets under management, as shown in Table 8, have shown a general increase

over the eight most recent quarters consistent with the movement in domestic and foreign markets. These average assets increased in each of the quarters with the exception of a decrease of 2.1% in the third quarter of 2015 and a decrease of 1.3% in the fourth quarter of 2014.

TABLE 8: SUMMARY OF QUARTERLY RESULTS

	2015 Q3	2015 Q2	2015 Q1	2014 Q4	2014 Q3	2014 Q2	2014 Q1	2013 Q4
<b>Consolidated statements of earnings</b> (\$ millions)								
Revenues								
Management fees	\$ 508.5	\$ 517.3	\$ 509.1	\$ 507.4	\$ 517.0	\$ 503.9	\$ 485.8	\$ 475.6
Administration fees	104.6	106.0	102.3	100.7	102.0	99.3	95.2	93.7
Distribution fees	92.7	95.3	94.5	87.7	85.0	86.1	92.4	85.6
Net investment income and other	45.9	44.6	55.0	46.2	46.2	32.5	41.4	36.7
	751.7	763.2	760.9	742.0	750.2	721.8	714.8	691.6
Expenses								
Commission	263.2	267.7	266.9	253.9	249.8	245.7	243.2	229.3
Non-commission	208.4	215.9	213.6	198.8	190.8	194.5	195.7	179.9
Interest	23.2	22.9	22.8	23.3	23.2	22.9	22.8	23.3
	494.8	506.5	503.3	476.0	463.8	463.1	461.7	432.5
Earnings before undernoted	256.9	256.7	257.6	266.0	286.4	258.7	253.1	259.1
Client distributions and other costs	–	–	–	(81.0)	–	–	–	–
Restructuring and other charges	–	–	–	–	–	(18.3)	–	(14.6)
Proportionate share of affiliate's provision	–	–	–	–	–	–	–	9.0
Earnings before income taxes	256.9	256.7	257.6	185.0	286.4	240.4	253.1	253.5
Income taxes	55.7	56.0	55.1	33.9	64.5	47.9	56.5	54.2
Net earnings	201.2	200.7	202.5	151.1	221.9	192.5	196.6	199.3
Perpetual preferred share dividends	2.2	2.2	2.2	2.2	2.2	2.2	2.2	2.2
Net earnings available to common shareholders	\$ 199.0	\$ 198.5	\$ 200.3	\$ 148.9	\$ 219.7	\$ 190.3	\$ 194.4	\$ 197.1
<b>Reconciliation of Non-IFRS financial measures</b> <sup>(1)</sup> (\$ millions)								
Operating earnings available to common shareholders – non-IFRS measure	\$ 199.0	\$ 198.5	\$ 200.3	\$ 208.1	\$ 219.7	\$ 203.9	\$ 194.4	\$ 198.7
Other items:								
Client distributions and other costs, net of tax	–	–	–	(59.2)	–	–	–	–
Restructuring and other charges, net of tax	–	–	–	–	–	(13.6)	–	(10.6)
Proportionate share of affiliate's provision	–	–	–	–	–	–	–	9.0
Net earnings available to common shareholders – IFRS	\$ 199.0	\$ 198.5	\$ 200.3	\$ 148.9	\$ 219.7	\$ 190.3	\$ 194.4	\$ 197.1
<b>Earnings per Share</b> <sup>(e)</sup>								
Operating earnings available to common shareholders <sup>(1)</sup>								
– Basic	81	80	80	83	87	81	77	79
– Diluted	81	80	80	83	87	81	77	79
Net earnings available to common shareholders								
– Basic	81	80	80	59	87	75	77	78
– Diluted	81	80	80	59	87	75	77	78
<b>Average daily mutual fund assets</b> (\$ billions)								
	\$ 128.6	\$ 131.4	\$ 129.9	\$ 124.6	\$ 126.2	\$ 123.6	\$ 119.7	\$ 114.6
<b>Total mutual fund assets under management</b> (\$ billions)								
	\$ 124.9	\$ 129.7	\$ 131.5	\$ 126.0	\$ 125.2	\$ 125.2	\$ 122.5	\$ 117.6
<b>Total assets under management</b> (\$ billions)								
	\$ 130.9	\$ 136.0	\$ 148.4	\$ 141.9	\$ 140.6	\$ 141.4	\$ 137.3	\$ 131.8

(1) Refer to Non-IFRS Financial Measures and Additional IFRS Measures in addition to the Summary of Consolidated Operating Results section included in this MD&A for an explanation of Other items used to calculate the Company's Non-IFRS financial measures.

# Investors Group

## Review of the Business

### INVESTORS GROUP STRATEGY

Investors Group strives to ensure that the interests of shareholders, clients, Consultants and employees are closely aligned. Investors Group's business strategy is focused on:

- Growing our distribution network by expanding the number of region offices, attracting new Consultants to our industry and supporting existing Consultants in their growth and development.
- Emphasizing the delivery of financial advice, products and services through our exclusive network of Consultants.
- Providing an effective level of administrative support to our Consultants and clients, including active communication during all economic cycles.
- Extending the diversity and range of products offered by Investors Group as we continue to build and maintain enduring client relationships.
- Maximizing returns on business investment by focusing resources on initiatives that directly benefit clients and Consultants and result in increased efficiency and improved control over expenditures.

Recent advertising developments – Investors Group launched a new brand positioning that places value on personal experiences. The new campaign positions these personal experiences in the context of the services Investors Group provides. The message is that our Consultants develop a comprehensive financial plan that helps clients get more out of their money, so that they can get more out of life. The new campaign includes digital and print ads, a refreshed interactive website, and a number of approaches designed to maximize Consultant and consumer engagement.

### CONSULTANT NETWORK

Investors Group distinguishes itself from its competition by offering comprehensive planning to its clients within the context of long-term relationships. At the centre of these relationships is a national distribution network of Consultants based in 110 region offices across Canada. Four new region offices have been announced in 2015: two in Montreal, one in Peterborough and one in Edmonton. These additions will expand our network to 114 region offices.

At September 30, 2015, Investors Group had a Consultant network of 5,221, up from 5,011 at

September 30, 2014. This represents the highest level in the history of the company.

The individuals in the Consultant network with more than four years of Investors Group experience was at an all time quarter end high of 2,828 at September 30, 2015 compared to 2,791 a year earlier.

At September 30, 2015, 1,540 individuals in our Consultant network held the Certified Financial Planner (CFP) designation, or its Quebec equivalent, the Financial Planner (F.Pl.) designation. The CFP and F.Pl. designations are nationally accepted financial planning qualifications that require an individual to demonstrate financial planning competence through education, standardized examinations, continuing education requirements, and accountability to ethical standards.

### ADMINISTRATIVE SUPPORT AND COMMUNICATION FOR CONSULTANTS AND CLIENTS

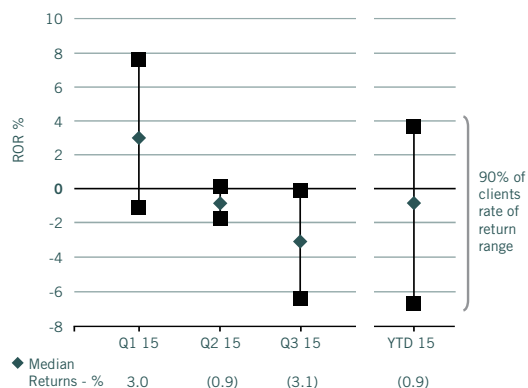
Administrative support for Consultants and clients includes timely and accurate client account record-keeping and reporting, effective problem resolution support, and continuous improvements to servicing systems.

This administrative support is provided from both Investors Group's Quebec General Office located in Montreal for Consultants and clients residing in Quebec and from Investors Group's head office in Winnipeg, Manitoba for Consultants and clients in the rest of Canada. The Quebec General Office has approximately 200 employees and operating units for most functions supporting over 1,000 Consultants throughout Quebec and the 19 Quebec region offices. Mutual fund assets under management in Quebec were approximately \$13 billion as at September 30, 2015.

#### *Quarterly Statements*

Regular communication with our clients includes quarterly reporting of their Investors Group mutual fund holdings and the change in asset values of these holdings during the quarter. Individual clients experience different returns as a result of their net cash flow and fund holdings in each quarter as illustrated on the accompanying chart. This chart reflects in-quarter client account median rates of return for the current year. The chart also illustrates upper and lower ranges of rates of return around the median for 90% of Investors Group clients.

### Client Account Rate of Return (ROR) Experience



For the three months ended September 30, 2015, the client account median rate of return was approximately (3.1)% and 5% of clients experienced positive returns. For the nine months ended September 30, 2015, the client account median rate of return was approximately (0.9)% and 38% of clients experienced positive returns.

### New Client Performance and Rate of Return Reporting

Investors Group has long believed that providing our clients with personal account level performance and rate of return information over multiple time periods will be a meaningful benefit to our clients and further demonstrates the value provided through advice over the history of our client relationships. That is why in 2009 we took initial steps to develop this information for clients and we began capturing the necessary information to calculate account level money-weighted internal rates of return.

In March 2013, the Canadian Securities Administrators adopted a new set of rules as Phase 2 of the Client Relationship Model, often referred to as CRM2. One of the most significant aspects of these rules required all dealers to provide their clients with account level rates of return for various historical periods on a comprehensive money-weighted basis. This is an industry-wide regulatory rule focused on ensuring that clients are well informed regarding the performance of their investments.

Investors Group fully supports this initiative. We added multiple-period account rate of return reporting to most Investors Group's client statements beginning with the June 30, 2015 client statement period and we will continue reporting on this basis in subsequent quarters. As the required data has been gathered since 2009, clients now have a multiple-period view of their performance, including one year, three year and five year rates of return.

This new client feature has been introduced a full two years earlier than the regulatory requirements and shows at least a five year history for our long-term clients. The regulations only required us to provide this information by June 30, 2017 and only on a one year basis initially with longer time frames emerging over time.

### Client Experience Survey

Consultants maintain a high degree of contact with our clients, continuing to reinforce the importance of long-term planning and a diversified investment portfolio. Ongoing surveys of our clients indicate a strong appreciation of the value of advice and service provided by our Consultants through varying economic cycles.

TABLE 9: CLIENT EXPERIENCE SURVEY – INVESTORS GROUP

Surveys completed for the four quarters ending September 30, 2015

#### New client households surveyed 90 days after account opening

Satisfied with service	96 %
Offered a financial plan	91
Satisfied with discussion about goals and concerns	96
Willing to refer	93

#### Client households with 12+ months tenure

Satisfied with service	92 %
Have a financial plan	85
Satisfied with level of contact	93
Willing to refer	88



In 2014, Investors Group introduced an ongoing program of surveys to measure client experience for new and existing clients:

- All new Investors Group clients receive a survey at their three month anniversary date.
- All existing clients are surveyed annually.

The results of the surveys for the four quarters ending September 30, 2015 are detailed in Table 9.

## ASSETS UNDER MANAGEMENT

The level of mutual fund assets under management is influenced by three factors: sales, redemptions and net asset values of our funds. Changes in assets under management for the periods under review are reflected in Table 10.

### Fund Performance

At September 30, 2015, 53.9% of Investors Group mutual funds had a rating of three stars or better from

the Morningstar<sup>†</sup> fund ranking service and 18.5% had a rating of four or five stars. This compared to the Morningstar<sup>†</sup> universe of 64.2% for three stars or better and 27.7% for four and five star funds at September 30, 2015. Morningstar Ratings<sup>†</sup> are an objective, quantitative measure of a fund's three, five and ten year risk-adjusted performance relative to comparable funds.

### Additions to Mutual Fund Product Offering

Investors Group continues to enhance the performance, scope and diversity of our investment offering with the introduction of new funds that are well-suited to the long-term diverse needs of Canadian investors.

Investors Group introduced new investment options which became available for sale in July 2015:

- Three distinct Maestro Portfolios which are available in both unit trust and Corporate Class offerings.
  - Maestro Income Balanced Portfolio / Portfolio Class

TABLE 10: CHANGE IN MUTUAL FUND ASSETS UNDER MANAGEMENT – INVESTORS GROUP

Three months ended (\$ millions)	2015 SEP. 30	2015 JUN. 30	2014 SEP. 30	% CHANGE	
				2015 JUN. 30	2014 SEP. 30
Sales	\$ 1,810	\$ 1,894	\$ 1,723	(4.4) %	5.0 %
Redemptions	1,671	1,867	1,637	(10.5)	2.1
<b>Net sales (redemptions)</b>	139	27	86	N/M	61.6
Market and income	(2,451)	(680)	200	(260.4)	N/M
Net change in assets	(2,312)	(653)	286	(254.1)	N/M
Beginning assets	75,844	76,497	72,400	(0.9)	4.8
<b>Ending assets</b>	<b>\$ 73,532</b>	<b>\$ 75,844</b>	<b>\$ 72,686</b>	<b>(3.0) %</b>	<b>1.2 %</b>
<b>Average daily assets</b>	<b>\$ 75,361</b>	<b>\$ 76,783</b>	<b>\$ 73,150</b>	<b>(1.9) %</b>	<b>3.0 %</b>
<hr/>					
Nine months ended (\$ millions)	2015		2014		% CHANGE
	SEP. 30	SEP. 30	SEP. 30	SEP. 30	
Sales			\$ 6,069	\$ 5,621	8.0 %
Redemptions			5,315	5,164	2.9
<b>Net sales (redemptions)</b>			754	457	65.0
Market and income			(681)	3,974	N/M
Net change in assets			73	4,431	(98.4)
Beginning assets			73,459	68,255	7.6
<b>Ending assets</b>			<b>\$ 73,532</b>	<b>\$ 72,686</b>	<b>1.2 %</b>
<b>Average daily assets</b>			<b>\$ 75,866</b>	<b>\$ 71,336</b>	<b>6.4 %</b>

- Maestro Balanced Portfolio / Portfolio Class
- Maestro Growth Focused Portfolio / Portfolio Class

The new portfolios combine a long-term investment management outlook with dynamic asset allocation strategies to adapt to market movements that may create investment opportunities. At September 30, 2015, the Maestro Portfolios' assets under management totalled \$225 million.

- Two new low volatility mandates, available in both unit trust and Corporate Class offerings, which are designed for investors who want exposure to equity markets due to the higher growth potential that stocks offer, but in an investment that seeks lower volatility than the broader equity markets:
  - Investors Low Volatility Canadian Equity Fund / Class which aim to provide long-term capital growth by investing primarily in Canadian equity securities. This mandate is advised by I.G. Investment Management, Ltd.
  - Investors Low Volatility Global Equity Fund / Class which aim to provide long-term capital growth by investing primarily in companies around the world. This mandate is advised by I.G. Investment Management, Ltd. and sub-advised by Irish Life Investment Managers Limited.

#### **Pricing for Households with Investment Assets in Excess of \$500,000**

During 2012 and 2013, Investors Group introduced investment solutions with differentiated pricing for households with investments in Investors Group funds in excess of \$500,000.

- Series J was introduced in the third quarter of 2012 and had assets of \$22.4 billion at September 30, 2015, an increase of 104.4% from \$11.0 billion at September 30, 2014.
- Series U was introduced in the third quarter of 2013 and provides a pricing structure which separates the advisory fee, which is charged directly to a client's account, from the fees charged to the underlying investment funds. At September 30, 2015, Series U assets under management had increased to \$3.3 billion, compared to \$1.2 billion at September 30, 2014, an increase of 169.4%.

In September 2015, Investors Group provided distributions to clients who had not transferred to these lower priced solutions when they were eligible, up to the earlier of when they transferred or to April 30, 2015.

#### **iProfile™**

This is a unique portfolio management program, launched in 2001, that is available for households with assets held at Investors Group in excess of \$250,000. iProfile investment portfolios have been designed to maximize returns and manage risk by diversifying across asset classes, management styles and geographic regions. The iProfile program has a pricing structure which separates the advisory fee, which is charged directly to a client's account, from the fees charged to the underlying investment funds. At September 30, 2015, the iProfile program assets under management were \$1.4 billion, an increase of 52.6% from \$920 million at September 30, 2014.

#### **Unbundled Fee Structures**

A growing portion of Investors Group's client assets are in Series U and iProfile, which are products with unbundled fee structures where a separate advisory fee is charged to the client account by the dealer. At September 30, 2015, \$4.7 billion, or 6.4% of Investors Group's mutual fund assets under management, were in products with unbundled fee structures, up 119% from \$2.1 billion at September 30, 2014.

#### **Change in Mutual Fund Assets Under Management – 2015 vs. 2014**

Investors Group's mutual fund assets under management were \$73.5 billion at September 30, 2015, representing an increase of 1.2% from \$72.7 billion at September 30, 2014. Average daily mutual fund assets were \$75.4 billion in the third quarter of 2015, up 3.0% from \$73.1 billion in the third quarter of 2014.

For the quarter ended September 30, 2015, sales of Investors Group mutual funds through its Consultant network were \$1.8 billion, an increase of 5.0% from the comparative period in 2014. Mutual fund redemptions totalled \$1.7 billion, an increase of 2.1% from 2014. Net sales of Investors Group mutual funds for the third quarter of 2015 were \$139 million compared with net sales of \$86 million in 2014, an improvement of \$53 million. During the third quarter, market and income resulted in a decrease of \$2.5 billion in mutual fund assets compared to an increase of \$200 million in the third quarter of 2014.

Sales of long-term funds were \$1.5 billion for the third quarter of 2015, an increase of 0.9% from the previous year. Net sales of long-term funds for the third quarter of 2015 were \$26 million compared to net sales of \$32 million in 2014.

Investors Group's annualized quarterly redemption rate for long-term funds was 8.1% in the third quarter of 2015 compared to 8.3% in the third quarter of 2014. Investors Group's twelve month trailing redemption rate for long-term funds was 8.4% at September 30, 2015 compared to 8.9% at September 30, 2014, and remains well below the corresponding average redemption rate for all other members of the Investment Funds Institute of Canada (IFIC) of approximately 15.6% at September 30, 2015.

Over the last several years, a growing component of the redemptions included in Investors Group's long-term redemption rate has related to the Cornerstone funds and transfers to Investors Group Series of Guaranteed Investment Funds (GIFs). The Cornerstone funds are income portfolio funds which invest between 30% and 50% of their assets in Investors Canadian Money Market Fund. These funds are used by our clients as a substitute for money market funds which have higher redemption activity and, together with the transfers to GIFs, account for 0.2% of our long-term redemption rate at September 30, 2015. Excluding such items, the twelve month trailing redemption rate for long-term funds would have been 8.2%.

For the nine months ended September 30, 2015, sales of Investors Group mutual funds through its Consultant network were \$6.1 billion, an increase of 8.0% from 2014. Mutual fund redemptions totalled \$5.3 billion, an increase of 2.9% from 2014. Net sales of Investors Group mutual funds were \$754 million compared with net sales of \$457 million in 2014. Sales of long-term funds for the nine month period in 2015 were \$5.3 billion, compared with \$5.0 billion in 2014, an increase of 4.4%. Net sales of long-term funds were \$473 million compared to net sales of \$343 million in 2014. During 2015, market and income resulted in a decrease of \$681 million in mutual fund assets compared to an increase of \$4.0 billion in 2014.

#### **Change in Mutual Fund Assets Under Management – Q3 2015 vs. Q2 2015**

Investors Group's mutual fund assets under management were \$73.5 billion at September 30, 2015, a decrease of 3.0% from \$75.8 billion at June 30, 2015. Average daily mutual fund assets were \$75.4 billion in the third quarter of 2015 compared to \$76.8 billion in the second quarter of 2015, a decrease of 1.9%.

For the quarter ended September 30, 2015, sales of Investors Group mutual funds through its Consultant network were \$1.8 billion, a decrease of 4.4% from the second quarter of 2015. Mutual fund redemptions, which totalled \$1.7 billion for the third quarter, decreased 10.5% from the previous quarter and the annualized quarterly redemption rate was 8.1% in the third quarter compared to 8.9% in the second quarter of 2015. Net sales of Investors Group mutual funds for the current quarter were \$139 million compared with net sales of \$27 million in the previous quarter. Sales of long-term funds were \$1.5 billion for the current quarter, compared to \$1.6 billion in the previous quarter, a decrease of 5.2%. Net sales of long-term funds for the current quarter were \$26 million compared to net redemptions of \$50 million in the previous quarter.

## **OTHER PRODUCTS AND SERVICES**

### **Segregated Funds**

Investors Group has offered segregated funds since 2001 and introduced the Investors Group Series of Guaranteed Investment Funds (GIFs) in November 2009. GIFs are segregated fund policies issued by The Great-West Life Assurance Company and include 14 fund-of-fund segregated portfolios and six individual segregated funds. These segregated funds provide for long-term investment growth potential combined with risk management, full and partial maturity and death benefit guarantee features, potential creditor protection and estate planning efficiencies. Select GIF policies allow for a Lifetime Income Benefit (LIB) option to provide guaranteed retirement income for life. The investment components of these segregated funds are managed by Investors Group. At September 30, 2015, total segregated fund assets were \$1.6 billion, unchanged from September 30, 2014.

### **Insurance**

Investors Group distributes insurance products through I.G. Insurance Services Inc. For the quarter ended September 30, 2015, sales of insurance products as measured by new annualized premiums were \$16 million, an increase of 6.7% from \$15 million in 2014. For the nine months ended September 30, 2015, sales of insurance products as measured by new annualized premiums were \$52 million, an increase of 10.2% from \$47 million in 2014.

### **Securities Operations**

Investors Group provides securities services to clients through Investors Group Securities Inc., an investment dealer registered in all Canadian provinces and territories.

### **Mortgage Operations**

Investors Group is a national mortgage lender that offers residential mortgages to Investors Group clients as part of a comprehensive financial plan. Investors Group Mortgage Planning Specialists are located throughout each province in Canada, and work with our clients and their Consultants as permitted by the regulations to develop mortgage strategies that meet the individual needs and goals of each client.

Through its mortgage banking operations, mortgages originated by Investors Group Mortgage Planning Specialists are sold to the Investors Mortgage and Short Term Income Fund, Investors Canadian Corporate Bond Fund, securitization programs, and institutional investors. Certain subsidiaries of Investors Group are Canada Mortgage and Housing Corporation (CMHC)-approved issuers of National Housing Act Mortgage-Backed Securities (NHA MBS) and are approved sellers of NHA MBS into the Canada Mortgage Bond Program (CMB Program). Securitization programs also include certain bank-sponsored asset-backed commercial paper (ABCP) programs. Residential mortgages are also held by Investors Group's intermediary operations.

Mortgage fundings for the three and nine months ended September 30, 2015, were \$547 million and \$1.5 billion, compared to \$966 million and \$2.0 billion in 2014, a decrease of 43.4% and 25.2%, respectively. At September 30, 2015, mortgages serviced by Investors Group related to its mortgage banking operations totalled \$12.6 billion, compared to \$11.9 billion at September 30, 2014, an increase of 5.6%.

### **Solutions Banking<sup>†</sup>**

Investors Group's Solutions Banking<sup>†</sup> continues to experience high rates of utilization by Consultants and clients. The offering consists of a wide range of products and services provided by the National Bank of Canada under a long-term distribution agreement and includes: investment loans, lines of credit, personal loans, creditor insurance, deposit accounts, and credit cards. Clients have access to a network of banking machines, as well as a private labeled client website and client service centre. The Solutions Banking<sup>†</sup> offering supports Investors Group's approach to delivering total financial solutions for our clients through a broad financial planning platform.

### **Additional Products and Services**

Investors Group also provides its clients with guaranteed investment certificates offered by Investors Group Trust Co. Ltd., as well as a number of other financial institutions.



## Review of Segment Operating Results

Investors Group's earnings before interest and taxes are presented in Table 11.

### 2015 VS. 2014

#### Fee Income

Fee income is generated from the management, administration and distribution of Investors Group mutual funds. The distribution of insurance and

Solutions Banking<sup>†</sup> products and the provision of securities services provide additional fee income.

Investors Group earns management fees for investment management services provided to its mutual funds, which depend largely on the level and composition of mutual fund assets under management. Management fees were \$319.3 million in the third quarter of 2015, a decrease of \$1.9 million or 0.6% from \$321.2 million in 2014. For the nine months

TABLE 11: OPERATING RESULTS – INVESTORS GROUP

Three months ended (\$ millions)	2015 SEP. 30	2015 JUN. 30	2014 SEP. 30	% CHANGE	
				2015 JUN. 30	2014 SEP. 30
<b>Revenues</b>					
Management fees	\$ 319.3	\$ 323.5	\$ 321.2	(1.3) %	(0.6) %
Administration fees	76.1	77.3	71.9	(1.6)	5.8
Distribution fees	47.0	49.4	41.5	(4.9)	13.3
	442.4	450.2	434.6	(1.7)	1.8
Net investment income and other	16.8	14.2	16.5	18.3	1.8
	459.2	464.4	451.1	(1.1)	1.8
<b>Expenses</b>					
Commission	76.6	77.5	71.1	(1.2)	7.7
Asset retention bonus and premium	68.3	69.9	63.0	(2.3)	8.4
Non-commission	123.7	127.1	109.9	(2.7)	12.6
	268.6	274.5	244.0	(2.1)	10.1
<b>Earnings before interest and taxes</b>	<b>\$ 190.6</b>	<b>\$ 189.9</b>	<b>\$ 207.1</b>	<b>0.4 %</b>	<b>(8.0) %</b>
<b>Nine months ended (\$ millions)</b>					
			2015 SEP. 30	2014 SEP. 30	% CHANGE
<b>Revenues</b>					
Management fees			\$ 959.0	\$ 933.9	2.7 %
Administration fees			226.4	207.3	9.2
Distribution fees			142.7	134.2	6.3
			1,328.1	1,275.4	4.1
Net investment income and other			52.5	35.6	47.5
			1,380.6	1,311.0	5.3
<b>Expenses</b>					
Commission			230.8	212.1	8.8
Asset retention bonus and premium			206.5	185.3	11.4
Non-commission			372.1	333.4	11.6
			809.4	730.8	10.8
<b>Earnings before interest and taxes</b>			<b>\$ 571.2</b>	<b>\$ 580.2</b>	<b>(1.6) %</b>

ended September 30, 2015, management fees were \$959.0 million, an increase of \$25.1 million or 2.7% from \$933.9 million in 2014.

The net decrease in management fees in the third quarter was due to the decline in the management fee rate offset by the increase in average daily mutual fund assets of 3.0%, as shown in Table 10. The average management fee rate in the third quarter of 2015 was 168.6 basis points of daily mutual fund assets compared to 174.2 basis points in 2014. This decline in basis points resulted primarily from transfers of eligible clients into lower fee investment solutions as disclosed in the MD&A included in the 2014 IGM Financial Inc. Annual Report.

The net increase in management fees in the nine months ended September 30, 2015 was due to the increase in average daily mutual fund assets of 6.4%, as shown in Table 10. The average management fee rate for the nine month period ended September 30, 2015 was 169.3 basis points compared to 175.0 basis points in 2014. This decline in basis points resulted primarily from transfers of eligible clients into lower fee investment solutions.

Management fee income and average management fee rates for both periods also reflected the effect of Investors Group having waived a portion of the investment management fees on its money market funds. For the three and nine month periods in 2015, these waivers totalled \$1.1 million and \$2.7 million, respectively, compared to \$0.8 million and \$2.3 million in the prior year.

Investors Group receives administration fees for providing administrative services to its mutual funds and trusteeship services to its unit trust mutual funds, which also depend largely on the level and composition of mutual fund assets under management. Administration fees totalled \$76.1 million in the current quarter compared to \$71.9 million a year ago, an increase of 5.8%. Administration fees were \$226.4 million for the nine month period ended September 30, 2015 compared to \$207.3 million in 2014, an increase of 9.2%. The increase in both periods resulted primarily from the change in average mutual fund assets under management.

Distribution fees are earned from:

- Redemption fees on mutual funds sold with a deferred sales charge.
- Portfolio fund distribution fees.

- Distribution of insurance products through I.G. Insurance Services Inc.
- Securities trading services provided through Investors Group Securities Inc.
- Banking services provided through Solutions Banking<sup>†</sup>.

Distribution fee income of \$47.0 million for the third quarter of 2015 increased by \$5.5 million from \$41.5 million in 2014, due primarily to increases in distribution fee income from insurance products. For the nine month period, distribution fee income of \$142.7 million increased by \$8.5 million from \$134.2 million in 2014. The net increase in the nine month period was due to an increase in distribution fee income from insurance products offset by a decrease in redemption fees. Redemption fee income varies depending on the level of deferred sales charge attributable to fee-based redemptions.

#### **Net Investment Income and Other**

Net investment income and other includes income related to mortgage banking operations and net interest income related to intermediary operations.

Net investment income and other was \$16.8 million in the third quarter of 2015, an increase of \$0.3 million from \$16.5 million in 2014. For the nine months ended September 30, 2015, net investment income and other totalled \$52.5 million, an increase of \$16.9 million from \$35.6 million in 2014.

Net investment income related to Investors Group's mortgage banking operations totalled \$17.9 million for the third quarter of 2015 compared to \$16.1 million in 2014, an increase of \$1.8 million. For the nine months ended September 30, 2015, net investment income related to Investors Group's mortgage banking operations totalled \$53.6 million compared to \$34.4 million in 2014, an increase of \$19.2 million. A summary of mortgage banking operations for the three and nine month periods under review is presented in Table 12. The changes in mortgage banking income were due to:

- Net interest income on securitized loans – increased by \$1.4 million and \$4.7 million for the three and nine month periods ended September 30, 2015 to \$14.4 million and \$39.5 million, respectively, compared to 2014. The increase resulted from higher average securitized loans.
- Gains realized on the sale of residential mortgages – increased by \$0.9 million and \$7.9 million for the three and nine month periods ended September 30, 2015 to \$4.7 million and \$16.9 million, respectively,

TABLE 12: MORTGAGE BANKING OPERATIONS – INVESTORS GROUP

Three months ended (\$ millions)	2015		2014	% CHANGE	
	SEP. 30	JUN. 30	SEP. 30	2015 JUN. 30	2014 SEP. 30
<b>Total mortgage banking income</b>					
Net interest income on securitized loans					
Interest income	\$ 46.8	\$ 47.1	\$ 45.7	(0.6) %	2.4 %
Interest expense	32.4	33.7	32.7	(3.9)	(0.9)
Net interest income	14.4	13.4	13.0	7.5	10.8
Gains on sales <sup>(1)</sup>	4.7	5.1	3.8	(7.8)	23.7
Fair value adjustments	(1.3)	(1.7)	4.5	23.5	(128.9)
Other <sup>(2)</sup>	0.1	(2.2)	(5.2)	104.5	101.9
	\$ 17.9	\$ 14.6	\$ 16.1	22.6 %	11.2 %
<b>Average mortgages serviced</b>					
Securitizations	\$ 6,573	\$ 6,557	\$ 5,950	0.2 %	10.5 %
Other	3,682	3,534	3,463	4.2	6.3
	\$ 10,255	\$ 10,091	\$ 9,413	1.6 %	8.9 %
<b>Mortgage sales to:<sup>(3)</sup></b>					
Securitizations	\$ 800	\$ 607	\$ 999	31.8 %	(19.9) %
Other <sup>(1)</sup>	282	309	290	(8.7)	(2.8)
	\$ 1,082	\$ 916	\$ 1,289	18.1 %	(16.1) %
<b>Nine months ended</b>					
(\$ millions)			2015 SEP. 30	2014 SEP. 30	% CHANGE
<b>Total mortgage banking income</b>					
Net interest income on securitized loans					
Interest income			\$ 141.0	\$ 130.2	8.3 %
Interest expense			101.5	95.4	6.4
Net interest income			39.5	34.8	13.5
Gains on sales <sup>(1)</sup>			16.9	9.0	87.8
Fair value adjustments			1.0	1.7	(41.2)
Other <sup>(2)</sup>			(3.8)	(11.1)	65.8
			\$ 53.6	\$ 34.4	55.8 %
<b>Average mortgages serviced</b>					
Securitizations			\$ 6,552	\$ 5,670	15.6 %
Other			3,540	3,218	10.0
			\$ 10,092	\$ 8,888	13.5 %
<b>Mortgage sales to:<sup>(3)</sup></b>					
Securitizations			\$ 1,785	\$ 1,995	(10.5) %
Other <sup>(1)</sup>			924	739	25.0
			\$ 2,709	\$ 2,734	(0.9) %

(1) Represents sales to institutional investors through private placements, to Investors Mortgage and Short Term Income Fund, and to Investors Canadian Corporate Bond Fund as well as gains realized on those sales.

(2) Represents mortgage issuance and insurance costs, interest earned on warehoused mortgages, and servicing and other.

(3) Represents principal amounts sold.

compared to 2014. The increase in gains in the nine month period resulted from a higher level of sale activity.

- Fair value adjustments – decreased by \$5.8 million and \$0.7 million for the three and nine month periods ended September 30, 2015 to (\$1.3) million and \$1.0 million, respectively, compared to 2014. The decrease during the three month period was primarily due to favourable fair value adjustments in the third quarter of 2014 on certain securitization related financial instruments and interest rate swaps used to hedge interest rate risk on loans held temporarily pending sale or securitization to third parties.
- Other – increased by \$5.3 million and \$7.3 million for the three and nine month periods ended September 30, 2015 to \$0.1 million and (\$3.8) million, respectively, compared to 2014. The increase was due to lower mortgage issuance and portfolio insurance costs.

#### Expenses

Investors Group incurs commission expense in connection with the distribution of its mutual funds and other financial services and products. Commissions are paid on the sale of these products and fluctuate with the level of sales. The expense for deferred selling commissions consists of the amortization of the asset over its useful life and the reduction of the unamortized deferred selling commission asset associated with redemptions. Commissions paid on the sale of mutual funds are deferred and amortized over a maximum period of seven years. Commission expense was \$76.6 million for the third quarter of 2015, an increase of \$5.5 million from \$71.1 million in 2014. The increase resulted primarily from higher mutual fund commission amortization and compensation related to the distribution of other financial services and products. For the nine month period, commission expense increased by \$18.7 million to \$230.8 million compared with \$212.1 million in 2014. The increase was largely related to a new program that provides Consultants with higher income potential in their first two years with Investors Group. The increase also resulted from higher mutual fund commission amortization and compensation related to the distribution of other financial services and products.

Asset retention bonus and premium expense is comprised of the following:

- Asset retention bonus, which is based on the value of assets under management, increased by \$4.1 million and \$17.6 million for the three and nine month periods ended September 30, 2015 to \$57.1 million and \$172.9 million, respectively, compared to 2014. The increase in both periods was primarily due to the increase in assets under management.
- Asset retention premium, which is a deferred component of compensation designed to promote Consultant retention, is based on assets under management at each year end. Asset retention premium expense increased by \$1.2 million and \$3.6 million for the three and nine month periods ended September 30, 2015 to \$11.2 million and \$33.6 million, respectively, compared to 2014. The increase in both periods was related to the increase in assets under management.

Non-commission expenses incurred by Investors Group primarily relate to the support of the Consultant network, the administration, marketing and management of its mutual funds and other products, as well as sub-advisory fees related to mutual funds under management. Non-commission expenses were \$123.7 million for the third quarter of 2015 compared to \$109.9 million in 2014, an increase of \$13.8 million or 12.6%. For the nine month period, non-commission expenses were \$372.1 million compared to \$333.4 million in 2014, an increase of \$38.7 million or 11.6%. Pension expense increased in the three and nine month periods primarily as a result of interest rate declines which had the effect of increasing current service costs on the related pension obligation. Excluding the impact of the increased pension expense of \$2.4 million and \$7.1 million in the three and nine month periods, the increase in non-commission expenses was 10.4% and 9.5%, respectively. These increases included additional expenses related to Consultant network expansion and other business development efforts.

## Q3 2015 VS. Q2 2015

### Fee Income

Management fee income decreased by \$4.2 million or 1.3% to \$319.3 million in the third quarter of 2015 compared with the second quarter of 2015. The net decrease in management fees in the third quarter was primarily due to:

- The decrease in average daily mutual fund assets of 1.9% for the quarter as shown in Table 10.
- The decrease in the average management fee rate in the third quarter of 2015 to 168.6 basis points of daily mutual fund assets from 169.5 basis points in the prior quarter.

The decrease was offset in part by an increase of \$3.4 million due to one additional calendar day in the third quarter compared to the second quarter of 2015.

Money market fund waivers totalled \$1.1 million in the third quarter of 2015 compared with \$0.9 million in the second quarter of 2015.

Administration fees decreased to \$76.1 million in the third quarter of 2015 from \$77.3 million in the second quarter of 2015. The net decrease resulted from the decrease in average daily mutual fund assets compared with the second quarter of 2015.

Distribution fee income of \$47.0 million in the third quarter of 2015 decreased by \$2.4 million from \$49.4 million in the second quarter primarily due to a decrease in distribution fee income from insurance product sales and a decrease in redemption fees, offset by an increase in distribution fee income from banking products.

### Net Investment Income and Other

Net investment income and other was \$16.8 million in the third quarter of 2015 compared to \$14.2 million in the previous quarter, an increase of \$2.6 million

primarily related to Investors Group's mortgage banking operations.

Net investment income related to Investors Group's mortgage banking operations totalled \$17.9 million in the third quarter of 2015, an increase of \$3.3 million from \$14.6 million in the previous quarter as shown in Table 12. The changes in mortgage banking income were due to:

- Net interest income on securitized loans – increased by \$1.0 million in the third quarter of 2015 to \$14.4 million, compared to \$13.4 million in the previous quarter primarily due to higher margins.
- Gains realized on the sale of residential mortgages – decreased by \$0.4 million in the third quarter of 2015 to \$4.7 million, compared to \$5.1 million in the previous quarter.
- Fair value adjustments – increased by \$0.4 million in the third quarter of 2015 to (\$1.3) million, compared to (\$1.7) million in the previous quarter.
- Other – increased by \$2.3 million in the third quarter of 2015 to \$0.1 million, compared to the second quarter largely due to lower mortgage issuance and portfolio insurance costs.

### Expenses

Commission expense in the current quarter was \$76.6 million compared with \$77.5 million in the previous quarter. The asset retention bonus and premium expense decreased by \$1.6 million to \$68.3 million in the third quarter of 2015 largely due to decreases in average assets under management.

Non-commission expenses were \$123.7 million in the current quarter, a decrease of \$3.4 million or 2.7% from \$127.1 million in the second quarter of 2015. This decrease related primarily to the seasonal nature of certain expenses normally incurred in the second quarter.



# Mackenzie Investments

## Review of the Business

### MACKENZIE STRATEGY

Mackenzie strives to ensure that the interests of shareholders, dealers, advisors, clients and employees are closely aligned.

In the fourth quarter of 2013, Mackenzie affirmed its vision and established a number of strategic priorities to drive future business success.

Our vision: We are committed to the financial success of investors, through *their* eyes.

- Getting the basics right; every time, everywhere
- Delivering competitive and consistent risk-adjusted performance
- Transforming distribution to drive sales and market share
- Delivering high quality products to investors and advisors and actively anticipating their future needs
- Reinvigorating the brand and leading the industry on key investor and advisor issues
- Building a winning culture

Mackenzie seeks to maximize returns on business investment by focusing resources on initiatives that have direct benefits to investment management, distribution and client experience.

Founded in 1967, Mackenzie continues to build an investment advisory business through proprietary investment research and portfolio management while utilizing strategic partners in a selected sub-advisory capacity. Our business focuses on multiple distribution channels: Retail, Strategic Alliances and Institutional.

Mackenzie distributes its retail investment products through third party financial advisors. Mackenzie's sales teams work with many of the more than 30,000 independent financial advisors and their firms across Canada. In addition to its retail distribution team, Mackenzie also has specialty teams focused on strategic alliances and the institutional marketplace. Within the strategic alliance channel Mackenzie offers certain series of its mutual funds and provides sub-advisory services to third party and related party investment programs offered by banks, insurance companies and other investment companies. Strategic alliances with related parties include providing advisory services to Investors Group, Investment Planning Counsel and Great-West Lifeco Inc. (Lifeco) subsidiaries, and also include a private label mutual fund arrangement with Lifeco subsidiary Quadrus. Within the strategic alliance channel, Mackenzie's primary distribution relationship is with the head office of the respective

bank, insurance company or investment company. In the institutional channel Mackenzie provides investment management services to pension plans, foundations and other institutions. Mackenzie attracts new institutional business through its relationships with pension and management consultants.

Gross sales and redemption activity in strategic alliance and institutional accounts can be more pronounced than in the retail channel given the relative size and the nature of the distribution relationships of these accounts. These accounts are also subject to ongoing reviews and rebalance activities which may result in a significant change in the level of assets under management.

Mackenzie is positioned to continue to build and enhance its distribution relationships given its team of experienced investment professionals, strength of its distribution network, broad product shelf, competitively priced products and its focus on client experience and investment excellence.

Recent advertising developments – On October 26, Mackenzie launched a new brand identity, with the tagline Confidence in a Changing World, that reflects the company's values, goals and strengths, including its unique heritage as a firm committed to innovation and thought leadership. Mackenzie's brand identity highlights its history of strength and stability combined with a renewed commitment to innovation, thought leadership and being the best partner to advisors, with an unrelenting focus on providing successful outcomes for investors.

### ASSETS UNDER MANAGEMENT

The changes in mutual fund assets under management are summarized in Table 13 and the changes in total assets under management are summarized in Table 14. At September 30, 2015, Mackenzie's mutual fund and total assets under management were \$47.4 billion and \$60.3 billion, respectively.

The change in Mackenzie's assets under management is determined by the increase or decrease in the market value of the securities held in the portfolios of investments and by the level of sales as compared to the level of redemptions.

### Fund Performance

Long-term investment performance is a key measure of Mackenzie's ongoing success. At September 30, 2015,

TABLE 13: CHANGE IN MUTUAL FUND ASSETS UNDER MANAGEMENT – MACKENZIE

Three months ended (\$ millions)	2015		2014	% CHANGE	
	SEP. 30	JUN. 30	SEP. 30	JUN. 30	SEP. 30
Sales	\$ 1,485	\$ 1,855	\$ 1,417	(19.9) %	4.8 %
Redemptions	1,665	2,400	1,624	(30.6)	2.5
<b>Net sales (redemptions)<sup>(1)</sup></b>	(180)	(545)	(207)	67.0	13.0
Market and income	(2,253)	(546)	(125)	N/M	N/M
Net change in assets	(2,433)	(1,091)	(332)	(123.0)	N/M
Beginning assets	49,853	50,944	49,106	(2.1)	1.5
<b>Ending assets</b>	<b>\$ 47,420</b>	<b>\$ 49,853</b>	<b>\$ 48,774</b>	<b>(4.9) %</b>	<b>(2.8) %</b>
<b>Daily average mutual fund assets</b>	<b>\$ 49,197</b>	<b>\$ 50,578</b>	<b>\$ 49,303</b>	<b>(2.7) %</b>	<b>(0.2) %</b>

Nine months ended (\$ millions)	2015	2014	% CHANGE
	SEP. 30	SEP. 30	
Sales	\$ 5,313	\$ 5,515	(3.7) %
Redemptions	6,144	5,253	17.0
<b>Net sales (redemptions)<sup>(1)</sup></b>	(831)	262	N/M
Market and income	(531)	2,488	N/M
Net change in assets	(1,362)	2,750	N/M
Beginning assets	48,782	46,024	6.0
<b>Ending assets</b>	<b>\$ 47,420</b>	<b>\$ 48,774</b>	<b>(2.8) %</b>
<b>Daily average mutual fund assets</b>	<b>\$ 50,084</b>	<b>\$ 48,254</b>	<b>3.8 %</b>

(1) During the second quarter of 2015, certain third party programs which include Mackenzie mutual funds made fund allocation changes which resulted in gross sales of \$141 million, redemptions of \$597 million and net redemptions of \$456 million.

29.3% of Mackenzie mutual funds were rated in the top two performance quartiles for the one year time frame, 26.2% for the three year time frame and 42.1% for the five year time frame. Mackenzie also monitors its fund performance relative to the ratings it receives on its mutual funds from the Morningstar<sup>†</sup> fund ranking service. At September 30, 2015, 61.2% of Mackenzie mutual funds measured by Morningstar<sup>†</sup> had a rating of three stars or better and 18.0% had a rating of four or five stars. This compared to the Morningstar<sup>†</sup> universe of 64.2% for three stars or better and 27.7% for four and five star funds at September 30, 2015. These ratings exclude the Quadrus Group of Funds<sup>†</sup>.

#### Changes to Mutual Fund Product Offering

Mackenzie's diversified suite of investment products is designed to meet the needs and goals of investors.

Mackenzie continues to evolve its product shelf by providing enhanced investment solutions for financial advisors to offer their investment clients. Recent initiatives include the following:

- October 26 – Mackenzie launched the Mackenzie Diversified Alternatives Fund. This Fund will be managed by the Mackenzie Systematic Strategies Team and will provide broad exposure to alternative asset classes such as real estate, infrastructure, emerging market debt, microcap equities, high yield, foreign currencies, preferred shares and commodities. In addition, it provides access to an absolute return strategy by investing in Mackenzie Unconstrained Fixed Income Fund. This Fund is designed to complement a traditional balanced portfolio of large cap developed market equities and

TABLE 14: CHANGE IN TOTAL ASSETS UNDER MANAGEMENT – MACKENZIE

Three months ended (\$ millions)	2015 SEP. 30	2015 JUN. 30	2014 SEP. 30	% CHANGE	
				2015 JUN. 30	2014 SEP. 30
Sales	\$ 2,623	\$ 3,033	\$ 2,428	(13.5) %	8.0 %
Redemptions	2,749	13,705	3,529	(79.9)	(22.1)
<b>Net sales (redemptions)<sup>(1)</sup></b>	(126)	(10,672)	(1,101)	98.8	88.6
Market and income	(2,608)	(907)	(26)	(187.5)	N/M
Net change in assets	(2,734)	(11,579)	(1,127)	76.4	(142.6)
Beginning assets	63,025	74,604	71,081	(15.5)	(11.3)
<b>Ending assets</b>	<b>\$ 60,291</b>	<b>\$ 63,025</b>	<b>\$ 69,954</b>	<b>(4.3) %</b>	<b>(13.8) %</b>
<b>Consists of:</b>					
Mutual funds	\$ 47,420	\$ 49,853	\$ 48,774	(4.9) %	(2.8) %
Sub-advisory, institutional and other accounts	12,871	13,172	21,180	(2.3)	(39.2)
	\$ 60,291	\$ 63,025	\$ 69,954	(4.3) %	(13.8) %
<b>Monthly average total assets<sup>(2)</sup></b>	<b>\$ 62,230</b>	<b>\$ 71,701</b>	<b>\$ 71,166</b>	<b>(13.2) %</b>	<b>(12.6) %</b>
Nine months ended (\$ millions)			2015 SEP. 30	2014 SEP. 30	% CHANGE
Sales			\$ 9,345	\$ 10,647	(12.2) %
Redemptions			19,574	9,552	104.9
<b>Net sales (redemptions)<sup>(1)</sup></b>			(10,229)	1,095	N/M
Market and income			(356)	3,544	N/M
Net change in assets			(10,585)	4,639	N/M
Beginning assets			70,876	65,315	8.5
<b>Ending assets</b>			<b>\$ 60,291</b>	<b>\$ 69,954</b>	<b>(13.8) %</b>
<b>Monthly average total assets<sup>(2)</sup></b>			<b>\$ 69,303</b>	<b>\$ 69,039</b>	<b>0.4 %</b>

(1) Included in the second quarter of 2015 and the nine months ended September, 2015 are the following transactions:

- MD Financial Management which re-assigned sub-advisory responsibilities on four fixed income mandates (totalling \$10.3 billion) advised by Mackenzie.
- Certain third party programs which include Mackenzie mutual funds made fund allocation changes which resulted in gross sales of \$141 million, redemptions of \$597 million and net redemptions of \$456 million.

During the third quarter of 2014, there were tactical rebalances by an institutional client that resulted in net redemptions of \$905 million out of separately managed account investment mandates advised by Mackenzie.

During the nine months ended September 30, 2014, there were tactical rebalances by an institutional client that resulted in gross sales of \$1.2 billion, redemptions of \$1.2 billion and net sales of \$35 million into separately managed account investment mandates advised by Mackenzie.

(2) Based on daily average mutual fund assets and month-end average sub-advisory, institutional and other assets.

investment grade bonds by increasing diversification and enhancing risk-adjusted returns.

- October 26 – Mackenzie announced the addition of two new series, Series FB and FB5. These new series are offered across its retail mutual fund product shelf of 73 mutual funds and are designed to provide advisors who currently lack operational

infrastructure with the ability to offer fee-based products. This allows the advisor an opportunity to negotiate an Advisor Service Fee with their clients for a minimum account investment of \$10,000. Mackenzie also announced an optional, negotiated reduction in embedded trailing commissions. This solution, like Advisor Service Fees, allows advisors

to tailor the level of trailing commissions associated with a client account.

#### **Change in Assets under Management – 2015 vs. 2014**

Mackenzie's mutual fund assets under management were \$47.4 billion at September 30, 2015, a decrease of 2.8% from \$48.8 billion at September 30, 2014. Mackenzie's sub-advisory, institutional and other accounts at September 30, 2015 were \$12.9 billion, a decrease of 39.2% from \$21.2 billion last year. Mackenzie's total assets under management at September 30, 2015 were \$60.3 billion, a decrease of 13.8% from \$70.0 billion at September 30, 2014.

On June 5, 2015, MD Financial Management Inc. ("MD") reassigned sub-advisory responsibilities on four fixed income mandates advised by Mackenzie. The impact on Mackenzie's pre-tax earnings from these mandate changes is not meaningful. The mandates had \$10.3 billion in assets on June 5, 2015 and are included in Mackenzie's redemptions in the nine month period ended September 30, 2015 in Table 14. Following the change, Mackenzie continues to advise MD on a number of fixed income, balanced and equity mandates.

In the three months ended September 30, 2015, Mackenzie's mutual fund gross sales were \$1.5 billion, an increase of 4.8% from \$1.4 billion in the comparative period last year. Mutual fund redemptions in the current period were \$1.7 billion, an increase of 2.5% from last year. Mutual fund net redemptions for the three months ended September 30, 2015 were \$180 million, as compared to net redemptions of \$207 million last year. During the current quarter, market and income resulted in assets decreasing by \$2.3 billion as compared to a decrease of \$125 million last year.

In the three months ended September 30, 2015, Mackenzie's gross sales for total assets under management were \$2.6 billion, an increase of 8.0% from \$2.4 billion in the comparative period last year. Redemptions in the current period were \$2.7 billion compared to \$3.5 billion last year. Net redemptions for the three months ended September 30, 2015 were \$126 million, as compared to net redemptions of \$1.1 billion last year. During the third quarter of 2014, there were tactical rebalances by an institutional client that resulted in net redemptions of \$905 million. Excluding this item, net redemptions were \$196 million in the third quarter of 2014. During the current quarter, market and income resulted in assets decreasing

by \$2.6 billion as compared to a decrease of \$26 million last year.

In the nine months ended September 30, 2015, Mackenzie's mutual fund gross sales were \$5.3 billion, a decrease of 3.7% from \$5.5 billion in the comparative period last year. Mutual fund redemptions in the current period were \$6.1 billion, an increase of 17.0% from the previous year. Mutual fund net redemptions for the nine months ended September 30, 2015, were \$831 million, as compared to net sales of \$262 million last year. During the nine months ended September 30, 2015, certain third party programs which include Mackenzie mutual funds made fund allocation changes which resulted in gross sales of \$141 million, redemptions of \$597 million and net redemptions of \$456 million. Excluding these transactions, gross sales declined 6.2% and redemptions increased 5.6% in the nine months ended September 30, 2015 compared to last year and net redemptions were \$375 million compared to net sales of \$262 million last year. During the period, market and income resulted in assets decreasing by \$531 million as compared to an increase of \$2.5 billion last year.

Redemptions of long-term mutual funds in the three and nine month periods ended September 30, 2015, were \$1.6 billion and \$5.9 billion, respectively, as compared to \$1.6 billion and \$5.0 billion last year. Mackenzie's annualized quarterly redemption rate for long-term mutual funds was 13.0% in the third quarter of 2015, relatively unchanged from 12.7% in the third quarter of 2014. Mackenzie's twelve-month trailing redemption rate for long-term mutual funds was 16.0% at September 30, 2015, as compared to 14.8% last year. Mackenzie's twelve-month trailing redemption rate for long-term funds, excluding the other mutual fund transactions in the second quarter of 2015 discussed previously, was 14.2% at September 30, 2015. The corresponding average twelve-month trailing redemption rate for long-term mutual funds for all other members of IFIC was approximately 15.0% at September 30, 2015. Mackenzie's twelve-month trailing redemption rate is comprised of the weighted average redemption rate for front-end load assets, deferred sales charge and low load assets with redemption fees, and deferred sales charge assets without redemption fees (matured assets). Generally, redemption rates for front-end load assets and matured assets are higher than the redemption rates for deferred sales charge and low load assets with redemption fees.

In the nine months ended September 30, 2015, Mackenzie's gross sales for total assets under management were \$9.3 billion, a decrease of 12.2% from \$10.6 billion in the comparative period last year. Redemptions in the current period were \$19.6 billion compared to \$9.6 billion last year. Net redemptions for the nine months ended September 30, 2015, were \$10.2 billion, as compared to net sales of \$1.1 billion last year. Excluding the MD transaction in the second quarter of 2015, the mutual fund allocation changes made by third party programs during the second quarter of 2015, and the tactical rebalances by an institutional client during 2014 discussed previously, net sales were \$527 million in the nine months ended September 30, 2015, as compared to net sales of \$1.1 billion last year. During the period, market and income resulted in assets decreasing by \$356 million as compared to an increase of \$3.5 billion last year.

**Change in Assets under Management – Q3 2015 vs. Q2 2015**

Mackenzie's mutual fund assets under management were \$47.4 billion at September 30, 2015, a decrease of 4.9% from \$49.9 billion at June 30, 2015. Mackenzie's sub-advisory, institutional and other accounts decreased 2.3% from \$13.2 billion to \$12.9 billion at September 30, 2015. Mackenzie's total assets under management at September 30, 2015, were \$60.3 billion, a decrease of 4.3% from \$63.0 billion at June 30, 2015, as summarized in Table 14.

For the quarter ended September 30, 2015, Mackenzie mutual fund gross sales were \$1.5 billion, a decrease of 19.9% from the second quarter of 2015. Mutual fund redemptions, which totalled \$1.7 billion for the third quarter, decreased 30.6% from the previous quarter. Net redemptions of Mackenzie mutual funds for the current quarter were \$180 million compared with net redemptions of \$545 million in the previous quarter. Excluding the other mutual fund transactions in the second quarter of 2015 discussed previously, gross sales declined 13.4% and redemptions declined 7.7% in the third quarter of 2015 compared to the second quarter, and net redemptions were \$180 million compared to net redemptions of \$89 million in the second quarter.

Redemptions of long-term mutual fund assets in the current quarter were \$1.6 billion, compared to \$2.3 billion in the second quarter of 2015. Mackenzie's annualized quarterly redemption rate for long-term mutual funds for the current quarter was 13.0%, compared to 18.7% for the second quarter. Mackenzie's annualized quarterly redemption rate for long-term funds, excluding rebalance transactions, was 13.9% in the second quarter of 2015. There were no rebalance transactions for the third quarter of 2015. Net redemptions of long-term funds for the current quarter were \$195 million compared to net redemptions of \$581 million in the previous quarter. Excluding rebalance transactions during the second quarter of 2015, net redemptions of long-term funds were \$125 million.



## Review of Segment Operating Results

Mackenzie's earnings before interest and taxes are presented in Table 15.

### 2015 VS. 2014

#### Revenues

The largest component of Mackenzie's revenues is management fees. The amount of management fees depends on the level and composition of assets under

management. Management fee rates vary depending on the investment objective and the account type of the underlying assets under management. For example, equity-based mandates have higher management fee rates than fixed income mandates and retail mutual fund accounts have higher management fee rates than sub-advised and institutional accounts. The majority of Mackenzie's mutual fund assets are purchased on a retail basis.

TABLE 15: OPERATING RESULTS – MACKENZIE

Three months ended (\$ millions)	2015 SEP. 30	2015 JUN. 30	2014 SEP. 30	% CHANGE	
				2015 JUN. 30	2014 SEP. 30
<b>Revenues</b>					
Management fees	\$ 173.8	\$ 178.6	\$ 181.3	(2.7) %	(4.1) %
Administration fees	24.3	24.9	26.7	(2.4)	(9.0)
Distribution fees	2.5	2.5	2.7	–	(7.4)
	200.6	206.0	210.7	(2.6)	(4.8)
Net investment income and other	0.7	–	1.4	N/M	(50.0)
	201.3	206.0	212.1	(2.3)	(5.1)
<b>Expenses</b>					
Commission	14.1	14.5	15.4	(2.8)	(8.4)
Trailing commission	61.2	63.0	60.0	(2.9)	2.0
Non-commission	71.5	74.5	67.5	(4.0)	5.9
	146.8	152.0	142.9	(3.4)	2.7
<b>Earnings before interest and taxes</b>	<b>\$ 54.5</b>	<b>\$ 54.0</b>	<b>\$ 69.2</b>	<b>0.9 %</b>	<b>(21.2) %</b>
<b>Nine months ended (\$ millions)</b>					
			2015 SEP. 30	2014 SEP. 30	% CHANGE
<b>Revenues</b>					
Management fees			\$ 530.4	\$ 530.8	(0.1) %
Administration fees			74.7	79.3	(5.8)
Distribution fees			8.2	8.7	(5.7)
			613.3	618.8	(0.9)
Net investment income and other			4.9	3.1	58.1
			618.2	621.9	(0.6)
<b>Expenses</b>					
Commission			44.3	48.1	(7.9)
Trailing commission			186.3	175.9	5.9
Non-commission			222.2	205.1	8.3
			452.8	429.1	5.5
<b>Earnings before interest and taxes</b>			<b>\$ 165.4</b>	<b>\$ 192.8</b>	<b>(14.2) %</b>

Within Mackenzie's retail mutual fund offering, certain series are offered for fee-based programs of participating dealers whereby dealer compensation is charged directly by the dealer to a client (primarily Series F). As Mackenzie does not pay the dealer compensation, these series have lower management fees. At September 30, 2015, these series had \$3.3 billion in assets, an increase of 26.2% from the prior year.

Management fees were \$173.8 million for the three months ended September 30, 2015, a decrease of \$7.5 million or 4.1% from \$181.3 million last year. The net decrease in management fees was due to the decline in average assets under management of 12.6% in the three months ended September 30, 2015, offset by an increase in average management fee rate. Mackenzie's average management fee rate in the third quarter of 2015 was 111.1 basis points compared to 101.1 basis points in 2014. The increase in average management fee rate was due to a change in the composition of assets under management, including the impact of having a greater share in retail-priced products, following the loss of certain sub-advisory mandates to MD Financial Management Inc. as previously discussed.

Management fees were \$530.4 million for the nine months ended September 30, 2015, a decrease of \$0.4 million or 0.1% from \$530.8 million last year. The net decrease in management fees was due to a decline in average management fee rate offset by a 0.4% increase in average assets under management. Mackenzie's average management fee rate in the nine months ended September 30, 2015 was 102.5 basis points compared to 102.8 basis points in 2014. The net decline in the average management fee rate was due to pricing changes made to retail mutual funds which became effective on September 29, 2014, offset by having a greater share in retail-priced products as discussed previously. The impact of the pricing changes was a decline in management fees of \$5.8 million for the nine months ended September 30, 2015.

Mackenzie earns administration fees primarily from providing services to its mutual funds. Administration fees were \$24.3 million for the three months ended September 30, 2015, as compared to \$26.7 million in 2014. Administration fees were \$74.7 million for the nine months ended September 30, 2015, compared to \$79.3 million in 2014. The impact of eliminating the fund operating expense adjustment was a decline in administration fees of \$1.1 million and \$3.3 million

for the three and nine months ended September 30, 2015. Effective April 1, 2015, as part of the retail pricing changes previously announced, the fund operating expense adjustment that had been in place since August 1, 2007 was discontinued. Under this adjustment, Mackenzie was entitled to a payment from certain funds should such funds not exceed a pre-established level of net assets.

Mackenzie earns distribution fee income on redemptions of mutual fund assets sold on a deferred sales charge purchase option and on a low load purchase option. Redemption fees charged for deferred sales charge assets range from 5.5% in the first year and decrease to zero after seven years. Redemption fees for low load assets range from 2.0% to 3.0% in the first year and decrease to zero after two or three years, depending on the purchase option. Distribution fee income in the three months ended September 30, 2015 was \$2.5 million, a decrease of \$0.2 million from \$2.7 million last year. Distribution fee income in the nine months ended September 30, 2015 was \$8.2 million, a decrease of \$0.5 million from \$8.7 million last year.

Net investment income and other includes investment returns related to Mackenzie's investments in proprietary funds. These investments are generally made in the process of launching a fund and are sold as third party investors subscribe. Net investment income and other was \$0.7 million for the three months ended September 30, 2015 compared to \$1.4 million last year and \$4.9 million for the nine months ended September 30, 2015, an increase of \$1.8 million from \$3.1 million last year.

#### **Expenses**

Mackenzie's expenses were \$146.8 million for the three months ended September 30, 2015, an increase of \$3.9 million or 2.7% from \$142.9 million in 2014. Expenses for the nine months ended September 30, 2015 were \$452.8 million, an increase of \$23.7 million or 5.5% from \$429.1 million last year.

Mackenzie pays selling commissions to the dealers that sell its mutual funds on a deferred sales charge and low load purchase option. The expense for deferred selling commissions consists of the amortization of the asset over its useful life and the reduction of the unamortized deferred selling commission asset associated with redemptions. Mackenzie amortizes selling commissions over a maximum period of

three years from the date of original purchase of the applicable low load assets and over a maximum period of seven years from the date of original purchase of the applicable deferred sales charge assets. Commission expense was \$14.1 million in the three months ended September 30, 2015, as compared to \$15.4 million last year. Commission expense in the nine months ended September 30, 2015 was \$44.3 million compared to \$48.1 million in 2014. This decline is consistent with the lower amount of deferred sales commissions paid in recent years combined with lower write-offs of the unamortized balance of deferred sales commissions associated with redemptions.

Trailing commissions paid to dealers are paid on certain classes of retail mutual funds and are calculated as a percentage of mutual fund assets under management. These fees vary depending on the fund type and the purchase option upon which the fund was sold: front-end, deferred sales charge or low load. Trailing commissions were \$61.2 million in the three months ended September 30, 2015, an increase of \$1.2 million or 2.0% from \$60.0 million last year. Trailing commissions in the nine months ended September 30, 2015 were \$186.3 million, an increase of \$10.4 million or 5.9% from \$175.9 million last year. The change in trailing commissions resulted both from the period over period change in average mutual fund assets as well as a change in the composition of mutual fund assets towards series of mutual funds that pay higher trailer rates. During the period, this included the impact of having a higher weighting of no load series of funds, which are subject to higher trailer rates. Trailing commissions as a percentage of average mutual fund assets under management were 49.7 basis points in the three months ended September 30, 2015 and 49.6 basis points in the nine months ended September 30, 2015 as compared to 48.7 basis points and 48.6 basis points, respectively, in 2014.

Non-commission expenses are incurred by Mackenzie in the administration, marketing and management of its assets under management. Non-commission expenses were \$71.5 million in the three months ended September 30, 2015, an increase of \$4.0 million or 5.9% from \$67.5 million in 2014. Non-commission expenses in the nine months ended September 30, 2015 were \$222.2 million, an increase of \$17.1 million or 8.3% from \$205.1 million in 2014. Mackenzie continues to attract, retain and develop

employees and invest strategically in systems and technology to enhance its future operating capabilities while at the same time investing in revenue generating initiatives to further grow its business.

## Q3 2015 VS. Q2 2015

### Revenues

Mackenzie's revenues were \$201.3 million for the current quarter, a decrease of \$4.7 million or 2.3% from \$206.0 million in the second quarter of 2015.

Management fees were \$173.8 million for the current quarter, a decrease of \$4.8 million or 2.7% from \$178.6 million in the second quarter of 2015. Factors contributing to the net decrease in management fees are as follows:

- Average total assets under management were \$62.2 billion in the current quarter compared to \$71.7 billion in the prior quarter, a decrease of 13.2%.
- Mackenzie's average management fee rate was 111.1 basis points in the current quarter as compared to 100.2 basis points in the second quarter of 2015 due to a change in the composition of assets under management, including the impact of having a greater share in retail-priced products following the loss of certain sub-advisory mandates to MD Financial Management Inc. as discussed previously.
- There was one additional calendar day in the third quarter of 2015 than in the second quarter, which had an impact of \$1.9 million.

Administration fees were \$24.3 million in the current quarter, a decrease of \$0.6 million or 2.4% from \$24.9 million in the prior quarter. The decrease in the quarter was due to a decline in average assets under management.

Net investment income and other includes investment returns related to Mackenzie's investments in proprietary funds. These investments are generally made in the process of launching a fund and are sold as third party investors subscribe. Net investment income and other was \$0.7 million for the current quarter compared to nil in the second quarter of 2015.

### Expenses

Mackenzie's expenses were \$146.8 million for the current quarter, a decrease of \$5.2 million or 3.4% from \$152.0 million in the second quarter of 2015.

Commission expense related to the amortization of selling commissions was \$14.1 million in the quarter ended September 30, 2015, a decrease of 2.8% from the second quarter of 2015.

Trailing commissions were \$61.2 million in the current quarter, a decrease of \$1.8 million or 2.9% from \$63.0 million in the second quarter of 2015. The change in trailing commissions reflects the 2.7% period

over period decrease in average mutual fund assets under management. The effective trailing commission rate for the third quarter was 49.7 basis points as compared to 49.8 basis points in the second quarter of 2015.

Non-commission expenses were \$71.5 million in the current quarter compared to \$74.5 million in the second quarter of 2015.

## Corporate and Other Review of Segment Operating Results

The Corporate and Other segment includes net investment income not allocated to the Investors Group or Mackenzie segments, the Company's proportionate share of earnings of its affiliate, Great-West Lifeco Inc. (Lifeco), operating results for Investment Planning Counsel Inc., other income, as well as consolidation elimination entries.

Corporate and other earnings before interest and taxes are presented in Table 16.

### 2015 VS. 2014

Net investment income and other increased to \$28.4 million in the third quarter of 2015 compared to \$28.3 million in 2014. Net investment income and other increased to \$88.1 million for the nine months ended September 30, 2015 compared to \$81.4 million in 2014. The increase in the three and nine month periods was largely due to increases in the Company's proportionate

share of Lifeco's earnings as discussed in the Consolidated Financial Position section of this MD&A.

Earnings before interest and taxes related to Investment Planning Counsel were \$1.0 million higher in the third quarter of 2015 compared to the same period in 2014 and \$2.1 million higher in the nine months ended September 30, 2015 compared with 2014.

### Q3 2015 VS. Q2 2015

Net investment income and other totalled \$28.4 million in the third quarter of 2015 compared to \$30.4 million in the second quarter of 2015 primarily due to a decrease in the Company's proportionate share of Lifeco's earnings as discussed in the Consolidated Financial Position section of this MD&A.

Earnings before interest and taxes related to Investment Planning Counsel were \$1.1 million higher in the third quarter of 2015 compared with the previous quarter.

TABLE 16: OPERATING RESULTS – CORPORATE AND OTHER

Three months ended (\$ millions)	2015		2014	% CHANGE	
	SEP. 30	JUN. 30	SEP. 30	JUN. 30	SEP. 30
<b>Revenues</b>					
Fee income	\$ 62.8	\$ 62.4	\$ 58.7	0.6 %	7.0 %
Net investment income and other	28.4	30.4	28.3	(6.6)	0.4
	91.2	92.8	87.0	(1.7)	4.8
<b>Expenses</b>					
Commission	43.0	42.8	40.3	0.5	6.7
Non-commission	13.2	14.3	13.4	(7.7)	(1.5)
	56.2	57.1	53.7	(1.6)	4.7
<b>Earnings before interest and taxes</b>	<b>\$ 35.0</b>	<b>\$ 35.7</b>	<b>\$ 33.3</b>	<b>(2.0) %</b>	<b>5.1 %</b>
<b>Nine months ended</b>					
(\$ millions)	2015		2014	% CHANGE	
	SEP. 30		SEP. 30		
<b>Revenues</b>					
Fee income	\$ 188.9		\$ 172.5	9.5 %	
Net investment income and other	88.1		81.4	8.2	
	277.0		253.9	9.1	
<b>Expenses</b>					
Commission	129.9		117.3	10.7	
Non-commission	43.6		42.5	2.6	
	173.5		159.8	8.6	
<b>Earnings before interest and taxes</b>	<b>\$ 103.5</b>		<b>\$ 94.1</b>	<b>10.0 %</b>	



# IGM Financial Inc.

## Consolidated Financial Position

IGM Financial's total assets were \$14.6 billion at September 30, 2015 compared to \$14.4 billion at December 31, 2014.

### SECURITIES

The composition of the Company's securities holdings is detailed in Table 17.

#### Available for Sale Securities

Securities classified as available for sale include investments in proprietary investment funds. Unrealized gains and losses on available for sale securities are recorded in Other comprehensive income until they are realized or until management determines that there is objective evidence of impairment, at which time they are recorded in the Consolidated Statements of Earnings and any subsequent losses are also recorded in net earnings.

#### Fair Value Through Profit or Loss Securities

Securities classified as fair value through profit or loss include equity securities and proprietary investment funds. Unrealized gains and losses are recorded in Net investment income and other in the Consolidated Statements of Earnings.

Certain proprietary investment funds are consolidated where the Company has made the assessment that it controls the investment fund as discussed in Note 2 of the Consolidated Financial Statements included in the 2014 IGM Financial Inc. Annual Report (Annual Financial Statements). The underlying securities of these funds are classified as held for trading and recognized at fair value through profit or loss.

### LOANS

The composition of the Company's loans is detailed in Table 18.

Loans consisted of residential mortgages and represented 49.9% of total assets at September 30, 2015, compared to 48.7% at December 31, 2014.

Loans classified as loans and receivables are primarily comprised of residential mortgages sold to securitization programs sponsored by third parties that in turn issue securities to investors. An offsetting liability, Obligations to securitization entities, has been recorded and totalled \$6.9 billion at September 30, 2015, compared to \$6.8 billion at December 31, 2014.

Loans classified as held for trading are residential mortgages held temporarily by the Company pending sale or securitization.

Residential mortgages originated by Investors Group are funded primarily through sales to third parties on a fully serviced basis, including Canada Mortgage and Housing Corporation (CMHC) or Canadian bank sponsored securitization programs. Investors Group services \$12.6 billion of residential mortgages, including \$2.3 billion originated by subsidiaries of Lifeco.

### SECURITIZATION ARRANGEMENTS

Through the Company's mortgage banking operations, residential mortgages originated by Investors Group mortgage planning specialists are sold to securitization trusts sponsored by third parties that in turn issue securities to investors. The Company securitizes residential mortgages through the CMHC sponsored National Housing Act Mortgage-Backed Securities

TABLE 17: SECURITIES

(\$ millions)	SEPTEMBER 30, 2015		DECEMBER 31, 2014	
	COST	FAIR VALUE	COST	FAIR VALUE
<b>Available for sale</b>				
Proprietary investment funds	\$ 6.1	\$ 6.2	\$ 9.6	\$ 10.2
<b>Fair value through profit or loss</b>				
Equity securities	12.2	10.5	11.0	10.2
Proprietary investment funds	54.3	59.4	66.4	69.1
	66.5	69.9	77.4	79.3
	\$ 72.6	\$ 76.1	\$ 87.0	\$ 89.5

TABLE 18: LOANS

<i>(\$ millions)</i>	2015 SEPTEMBER 30	2014 DECEMBER 31
<b>Loans and receivables</b>	\$ 6,825.5	\$ 6,653.5
Less: Collective allowance	0.7	0.8
	6,824.8	6,652.7
<b>Held for trading</b>	457.4	366.2
	\$ 7,282.2	\$ 7,018.9

(NHA MBS) and the Canada Mortgage Bond Program (CMB Program) and through Canadian bank-sponsored asset-backed commercial paper (ABCP) programs. The Company retains servicing responsibilities and certain elements of credit risk and prepayment risk associated with the transferred assets. The Company's credit risk on its securitized mortgages is mitigated through the use of insurance. Derecognition of financial assets in accordance with IFRS is based on the transfer of risks and rewards of ownership. As the Company has retained prepayment risk and certain elements of credit risk associated with the Company's securitization transactions through the CMB and ABCP programs, they are accounted for as secured borrowings. The Company records the transactions under these programs as follows: (i) the mortgages and related obligations are carried at amortized cost, with interest income and interest expense, utilizing the effective interest rate method, recorded over the term of the mortgages, (ii) the component of swaps entered into under the CMB Program whereby the Company pays coupons on Canada Mortgage Bonds and receives investment returns on the reinvestment of repaid mortgage principal, are recorded at fair value, and (iii) cash reserves held under the ABCP program are carried at amortized cost.

In the third quarter of 2015, the Company securitized loans through its mortgage banking operations with cash proceeds of \$783.2 million compared to \$985.1 million in 2014. Additional information related to the Company's securitization activities, including the Company's hedges of related reinvestment and interest rate risk, can be found in the Financial Instruments Risk section of this MD&A and in Note 4 of the Interim Financial Statements.

#### INVESTMENT IN AFFILIATE

Investment in affiliate represents the Company's 4% equity interest in Great-West Lifeco Inc. (Lifeco). IGM Financial and Lifeco are controlled by Power Financial Corporation.

The equity method is used to account for IGM Financial's investment in Lifeco, as it exercises significant influence. The Company's proportionate share of Lifeco's earnings is recorded in Net investment income and other in the Corporate and other reportable segment. Changes in the carrying value for the nine months ended September 30, 2015 compared with 2014 are shown in Table 19.

TABLE 19: INVESTMENT IN AFFILIATE

<i>(\$ millions)</i>	2015 SEP. 30	2014 SEP. 30
Nine months ended		
<b>Carrying value, beginning of period</b>	\$ 794.4	\$ 717.8
Proportionate share of earnings	81.8	68.3
Dividends received	(38.9)	(36.7)
Proportionate share of other comprehensive income (loss) and other adjustments	23.9	24.4
<b>Carrying value, end of period</b>	\$ 861.2	\$ 773.8
<b>Fair value, end of period</b>	\$ 1,270.4	\$ 1,277.2

## Consolidated Liquidity and Capital Resources

### LIQUIDITY

Cash and cash equivalents totalled \$933.7 million at September 30, 2015 compared with \$1.22 billion at December 31, 2014 and \$1.02 billion at September 30, 2014. Cash and cash equivalents related to the Company's deposit operations were \$4.1 million at September 30, 2015, compared to \$4.5 million at December 31, 2014, and compared with \$7.0 million at September 30, 2014, as shown in Table 20.

Working capital totalled \$978.6 million at September 30, 2015 compared with \$1,196.4 million at December 31, 2014 and \$1,273.5 million at September 30, 2014. Working capital excludes the Company's deposit operations.

Working capital is utilized to:

- Finance ongoing operations, including the funding of selling commissions.
- Temporarily finance mortgages in its mortgage banking operations.
- Pay interest and dividends related to long-term debt and preferred shares.
- Maintain liquidity requirements for regulated entities.
- Pay quarterly dividends on its outstanding common shares.
- Finance common share repurchases related to the Company's normal course issuer bid.

IGM Financial continues to generate significant cash flows from its operations. Adjusted earnings before interest, taxes, depreciation and amortization (Adjusted

EBITDA) totalled \$347.9 million in the third quarter of 2015 compared to \$375.8 million in the third quarter of 2014 and \$349.4 million in the second quarter of 2015. Adjusted EBITDA totalled \$1,046.2 million for the nine months ended September 30, 2015 compared to \$1,070.2 million in 2014. Adjusted EBITDA for each period under review excludes the impact of amortization of deferred selling commissions which totalled \$57.7 million in the third quarter of 2015 compared to \$57.2 million in the third quarter of 2014 and \$57.9 million in the second quarter of 2015. As well as being an important alternative measure of performance, EBITDA is a common measure utilized by investment analysts and credit rating agencies in reviewing asset management companies.

Refer to the Financial Instruments Risk section of this MD&A for information related to other sources of liquidity and to the Company's exposure to and management of liquidity and funding risk.

### Cash Flows

Table 21 – Cash Flows is a summary of the Consolidated Statements of Cash Flows which forms part of the Interim Financial Statements for the three and nine months ended September 30, 2015. Cash and cash equivalents increased by \$29.9 million in the quarter compared to an increase of \$106.3 million in 2014. For the nine month period, cash and cash equivalents decreased by \$282.3 million in 2015 compared to a decrease of \$58.2 million in 2014.

TABLE 20: DEPOSIT OPERATIONS – FINANCIAL POSITION

(\$ millions)	2015 SEP. 30	2014 DEC. 31	2014 SEP. 30
<b>Assets</b>			
Cash and cash equivalents	\$ 4.1	\$ 4.5	\$ 7.0
Accounts and other receivables	252.0	204.4	185.0
Loans	24.6	25.0	26.2
<b>Total assets</b>	<b>\$ 280.7</b>	<b>\$ 233.9</b>	<b>\$ 218.2</b>
<b>Liabilities and shareholders' equity</b>			
Deposit liabilities	\$ 269.1	\$ 223.3	\$ 205.0
Other liabilities	0.6	0.7	0.7
Shareholders' equity	11.0	9.9	12.5
<b>Total liabilities and shareholders' equity</b>	<b>\$ 280.7</b>	<b>\$ 233.9</b>	<b>\$ 218.2</b>

TABLE 21: CASH FLOWS

(\$ millions)	THREE MONTHS ENDED SEPTEMBER 30			NINE MONTHS ENDED SEPTEMBER 30		
	2015	2014	% CHANGE	2015	2014	% CHANGE
Operating activities						
Before payment of commissions	\$ 221.7	\$ 364.5	(39.2)%	\$ 653.6	\$ 775.0	(15.7)%
Commissions paid	(52.8)	(57.3)	7.9	(197.3)	(198.3)	0.5
Net of commissions paid	168.9	307.2	(45.0)	456.3	576.7	(20.9)
Financing activities	(50.6)	381.6	(113.3)	(428.0)	455.8	(193.9)
Investing activities	(88.4)	(582.5)	84.8	(310.6)	(1,090.7)	71.5
<b>Increase (decrease) in cash and cash equivalents</b>	29.9	106.3	(71.9)	(282.3)	(58.2)	N/M
Cash and cash equivalents, beginning of period	903.8	917.9	(1.5)	1,216.0	1,082.4	12.3
<b>Cash and cash equivalents, end of period</b>	\$ 933.7	\$ 1,024.2	(8.8)%	\$ 933.7	\$ 1,024.2	(8.8)%

Operating activities, before payment of commissions, generated \$221.7 million and \$653.6 million during the three and nine month periods ended September 30, 2015, as compared to \$364.5 million and \$775.0 million in 2014. Cash commissions paid were \$52.8 million and \$197.3 million for the three and nine month periods in 2015 compared to \$57.3 million and \$198.3 million in 2014. Cash flows from operating activities, net of commissions paid, were \$168.9 million and \$456.3 million for the three and nine month periods in 2015 as compared to \$307.2 million and \$576.7 million in 2014.

Financing activities during the third quarter of 2015 compared to 2014 related to:

- A net increase of \$2.8 million in deposits and certificates in 2015 compared to a net increase of \$3.1 million in 2014.
- A net increase of \$139.2 million in 2015 arising from obligations to securitization entities compared to a net increase of \$528.3 million in 2014.
- Proceeds received on the issuance of common shares of \$1.2 million in 2015 compared with \$9.2 million in 2014.
- The purchase of 1,423,800 common shares in 2015 under IGM Financial's normal course issuer bid at a cost of \$52.3 million compared with the purchase of 416,300 common shares at a cost of \$21.3 million in 2014.

- The payment of perpetual preferred share dividends which totalled \$2.2 million in 2015, unchanged from 2014.
- The payment of regular common share dividends which totalled \$139.2 million in 2015 compared to \$135.5 million in 2014.

Financing activities during the nine months ended September 30, 2015 compared to 2014 related to:

- A net increase of \$45.8 million in deposits and certificates in 2015 compared to a net increase of \$18.5 million in 2014.
- A net increase of \$183.1 million in 2015 arising from obligations to securitization entities compared to a net increase of \$874.1 million in 2014.
- Proceeds received on the issuance of common shares of \$13.5 million in 2015 compared with \$31.1 million in 2014.
- The purchase of 5,744,300 common shares in 2015 under IGM Financial's normal course issuer bid at a cost of \$242.2 million compared with the purchase of 1,041,300 common shares at a cost of \$54.5 million in 2014.
- The payment of perpetual preferred share dividends which totalled \$6.6 million in 2015, unchanged from 2014.
- The payment of regular common share dividends which totalled \$421.6 million in 2015 compared to \$406.8 million in 2014.

Investing activities during the third quarter of 2015 compared to 2014 primarily related to:

- The purchases of securities totalling \$27.7 million and sales of securities with proceeds of \$47.0 million in 2015 compared to \$21.2 million and \$22.6 million, respectively, in 2014.
- A net increase in loans of \$83.1 million in 2015 compared to a net increase of \$569.6 million in 2014 primarily related to residential mortgages in the Company's mortgage banking operations.
- Net cash used in additions to intangible assets and acquisitions were \$18.7 million in 2015 compared to \$10.0 million in 2014.

Investing activities during the nine months ended September 30, 2015 compared to 2014 primarily related to:

- The purchases of securities totalling \$97.9 million and sales of securities with proceeds of \$110.6 million in 2015 compared to \$53.8 million and \$48.5 million, respectively, in 2014.
- A net increase in loans of \$252.3 million in 2015 compared to a net increase of \$1,048.9 million in 2014 primarily related to residential mortgages in the Company's mortgage banking operations.
- Net cash used in additions to intangible assets and acquisitions were \$55.0 million in 2015 compared to \$26.1 million in 2014.

## CAPITAL RESOURCES

The Company's capital management objective is to maximize shareholder returns while ensuring that the Company is capitalized in a manner which appropriately supports regulatory requirements, working capital needs and business expansion. The Company's capital management practices are focused on preserving the quality of its financial position by maintaining a solid capital base and a strong balance sheet. Capital of the Company consists of long-term debt, perpetual preferred shares and common shareholders' equity which totalled \$6.2 billion at September 30, 2015, unchanged from December 31, 2014. The Company regularly assesses its capital management practices in response to changing economic conditions.

The Company's capital is primarily utilized in its ongoing business operations to support working capital requirements, long-term investments made by the Company, business expansion and other strategic objectives. Subsidiaries subject to regulatory capital

requirements include investment dealers, mutual fund dealers, exempt market dealers, portfolio managers, investment fund managers and a trust company. These subsidiaries are required to maintain minimum levels of capital based on either working capital, liquidity or shareholders' equity. The Company's subsidiaries have complied with all regulatory capital requirements.

The total outstanding long-term debt was \$1,325.0 million at September 30, 2015, unchanged from December 31, 2014. Long-term debt is comprised of debentures which are senior unsecured debt obligations of the Company subject to standard covenants, including negative pledges, but which do not include any specified financial or operational covenants.

Perpetual preferred shares of \$150 million at September 30, 2015 remain unchanged from December 31, 2014.

The Company purchased 5,744,300 common shares during the nine months ended September 30, 2015 at a cost of \$242.2 million under its normal course issuer bid (refer to Note 5 to the Interim Financial Statements). The Company commenced a normal course issuer bid on March 20, 2015 to purchase up to 5% of its common shares in order to mitigate the dilutive effect of stock options issued under the Company's stock option plan and for other capital management purposes. Other activities in the first nine months of 2015 included the declaration of perpetual preferred share dividends of \$6.6 million or \$1.10625 per share and common share dividends of \$419.1 million or \$1.6875 per share. Changes in common share capital are reflected in the Consolidated Statements of Changes in Shareholders' Equity.

In connection with its normal course issuer bid, the Company has established an automatic securities purchase plan for its common shares. The automatic securities purchase plan provides standard instructions regarding how IGM Financial's common shares are to be purchased under its normal course issuer bid during certain pre-determined trading blackout periods. Outside of these pre-determined trading blackout periods, purchases under the Company's normal course issuer bid will be completed based upon management's discretion.

The current rating by Standard & Poor's (S&P) of the Company's senior debt and liabilities is "A" with a stable outlook. Dominion Bond Rating Service's (DBRS) current rating on the Company's senior



unsecured debentures is “A (High)” with a stable rating trend.

Credit ratings are intended to provide investors with an independent measure of the credit quality of the securities of a company and are indicators of the likelihood of payment and the capacity of a company to meet its obligations in accordance with the terms of each obligation. Descriptions of the rating categories for each of the agencies set forth below have been obtained from the respective rating agencies’ websites.

These ratings are not a recommendation to buy, sell or hold the securities of the Company and do not address market price or other factors that might determine suitability of a specific security for a particular investor. The ratings also may not reflect the potential impact of all risks on the value of securities and are subject to revision or withdrawal at any time by the rating organization.

The A rating assigned to IGM Financial’s senior unsecured debentures by S&P is the sixth highest of the 22 ratings used for long-term debt. This rating indicates S&P’s view that the Company’s capacity to meet its financial commitment on the obligation is strong, but the obligation is somewhat more susceptible to the adverse effects of changes in circumstances

and economic conditions than obligations in higher rated categories.

According to S&P, the “Stable” rating outlook means that S&P considers that the rating is unlikely to change over the intermediate term.

The A (High) rating assigned to IGM Financial’s senior unsecured debentures by DBRS is the fifth highest of the 26 ratings used for long-term debt. Under the DBRS long-term rating scale, debt securities rated A (High) are of good credit quality and the capacity for the payment of financial obligations is substantial. While this is a favourable rating, entities in the A (High) category may be vulnerable to future events, but qualifying negative factors are considered manageable.

According to DBRS, the “Stable” rating trend helps give investors an understanding of DBRS’s opinion regarding the outlook for the rating.

## FINANCIAL INSTRUMENTS

Table 22 presents the carrying amounts and fair values of financial assets and financial liabilities. The table excludes fair value information for financial assets and financial liabilities not measured at fair value if the carrying amount is a reasonable approximation of fair

TABLE 22: FINANCIAL INSTRUMENTS

(\$ millions)	SEPTEMBER 30, 2015		DECEMBER 31, 2014	
	CARRYING VALUE	FAIR VALUE	CARRYING VALUE	FAIR VALUE
<b>Financial assets recorded at fair value</b>				
Securities				
– Available for sale	\$ 6.2	\$ 6.2	\$ 10.2	\$ 10.2
– Held for trading	69.9	69.9	79.3	79.3
Loans				
– Held for trading	457.4	457.4	366.2	366.2
Derivative financial instruments	64.1	64.1	39.4	39.4
Other financial assets	9.3	9.3	–	–
<b>Financial assets recorded at amortized cost</b>				
Loans				
– Loans and receivables	6,824.8	7,076.5	6,652.7	6,849.3
<b>Financial liabilities recorded at fair value</b>				
Derivative financial instruments	64.5	64.5	29.8	29.8
Other financial liabilities	6.2	6.2	6.6	6.6
<b>Financial liabilities recorded at amortized cost</b>				
Deposits and certificates	269.1	270.5	223.3	225.3
Obligations to securitization entities	6,939.6	7,164.1	6,754.0	6,858.9
Long-term debt	1,325.0	1,667.8	1,325.0	1,682.0

value. These items include cash and cash equivalents, accounts and other receivables, certain other financial assets, accounts payable and accrued liabilities, and certain other financial liabilities.

Fair value is determined using the following methods and assumptions:

- Securities and other financial assets and liabilities are valued using quoted prices from active markets, when available. When a quoted market price is not readily available, valuation techniques are used that require assumptions related to discount rates and the timing and amount of future cash flows. Wherever possible, observable market inputs are used in the valuation techniques.
- Loans classified as held for trading are valued using market interest rates for loans with similar credit risk and maturity.
- Loans classified as loans and receivables are valued by discounting the expected future cash flows at prevailing market yields.
- Obligations to securitization entities are valued by discounting the expected future cash flows at

prevailing market yields for securities issued by these securitization entities having similar terms and characteristics.

- Deposits and certificates are valued by discounting the contractual cash flows using market interest rates currently offered for deposits with similar terms and credit risks.
- Long-term debt is valued using quoted prices for each debenture available in the market.
- Derivative financial instruments are valued based on quoted market prices, where available, prevailing market rates for instruments with similar characteristics and maturities, or discounted cash flow analysis.

See Note 10 of the Interim Financial Statements which provides additional discussion on the determination of fair value of financial instruments.

Although there were changes to both the carrying values and fair values of financial instruments, these changes did not have a material impact on the financial condition of the Company for the nine months ended September 30, 2015.

## Risk Management

The Company is exposed to a variety of risks that are inherent in its business activities. The Company's ability to manage these risks is key to its ongoing success and includes emphasizing a strong risk management culture and effective risk management approach. The Company's risk management approach coordinates risk management across the organization and its business units and seeks to ensure prudent and measured risk-taking in order to achieve an appropriate balance between risk and return.

The Company's risk governance structure emphasizes a comprehensive and consistent framework throughout the Company and its subsidiaries, with clearly identified ownership of risk management in each business unit and oversight by an executive Risk Management Committee accountable to the Executive Committee of the Board. Additional oversight is provided by a Risk Management Department, corporate and distribution compliance groups, and the Company's Internal Audit Department.

The Board of Directors provides oversight and carries out its risk management mandate primarily through the following committees:

- The Executive Committee is responsible for the oversight of enterprise risk management by:
  - i) ensuring that appropriate procedures are in place to identify and manage risks and establish risk tolerances, ii) ensuring that appropriate policies, procedures and controls are implemented to manage risks, and iii) reviewing the risk management process on a regular basis to ensure that it is functioning effectively.
- The Investment Committee oversees management of the Company's financial risks, being market risk, credit risk, and liquidity and funding risk by:
  - i) ensuring that appropriate procedures are in place to identify and manage financial risks in accordance with tolerances, ii) monitoring the implementation and maintenance of appropriate policies, procedures and controls to manage financial risks, and iii) reviewing the financial risk management process on a regular basis to ensure that it is functioning effectively.
- The Audit Committee has specific risk oversight responsibilities as it oversees financial disclosure, internal controls and the control environment as well as the Company's compliance activities.
- Other committees having specific risk oversight responsibilities include: i) the Compensation

Committee which oversees compensation policies and practices, ii) the Governance and Nominating Committee which oversees corporate governance practices, and iii) the Related Party and Conduct Review Committee which oversees conflicts of interest and recommends to the Board a code of business conduct and ethics.

The executive Risk Management Committee is comprised of the Co-Presidents and Chief Executive Officers, the Chief Financial Officer, and the General Counsel and Chief Compliance Officer. The committee is responsible for providing oversight of the Company's risk management process by: i) establishing and maintaining the risk framework and policy, ii) defining the Company's risk appetite, iii) ensuring the Company's risk profile and processes are aligned with corporate strategy and risk appetite, and iv) establishing "tone at the top" and reinforcing a strong culture of risk management.

The Chief Executive Officers of the respective operating companies, being Investors Group, Mackenzie and Investment Planning Counsel, have overall responsibility for overseeing risk management of their respective companies.

The leaders of the various business units and support functions have primary ownership and accountability for the ongoing risk management associated with their respective activities. Responsibilities of business unit and support function leaders include: i) establishing and maintaining procedures for the identification, assessment, documentation and escalation of risks, ii) implementing control activities to mitigate risks, iii) identifying opportunities for risk reduction or transfer, and iv) aligning business and operational strategies with the risk culture and risk appetite of the organization as established by the Risk Management Committee.

The Risk Management Department provides oversight, analysis and reporting on the level of risks relative to the established risk appetite to the Risk Management Committee. Other responsibilities include: i) developing and maintaining the enterprise risk management program and framework, ii) managing the enterprise risk management process, and iii) providing guidance and training to business unit and support function leaders. A Technical Review Committee of senior business leaders supports the Risk Management Department by performing critical reviews of risk assessments developed by business units

and support functions. Other oversight accountabilities reside with the Company's: a) corporate and sales compliance groups – which are responsible for ensuring compliance with policies, laws and regulations, and b) financial risk management function – which is independent from the Treasury Department and is responsible for assessing financial risk management processes and exposures and monitoring compliance with the Investment Policy and other relevant policies.

The Internal Audit Department provides independent assurance to senior management and the Board of Directors on the effectiveness of risk management policies, processes and practices.

## FINANCIAL INSTRUMENTS RISK

The Company actively manages risks that arise as a result of holding financial instruments which include liquidity and funding risk, credit risk and market risk.

### Liquidity and Funding Risk

Liquidity and funding risk is the risk of the inability to generate or obtain sufficient cash in a timely and cost-effective manner to meet contractual or anticipated commitments as they come due or arise. The Company's liquidity management practices include:

- Controls over liquidity management processes.
- Stress testing of various operating scenarios.
- Oversight of liquidity management by Committees of the Board of Directors.

As part of ongoing liquidity management during 2015 and 2014, the Company:

- Continued to expand our funding channels by issuing National Housing Act Mortgage-Backed Securities (NHA MBS) to multiple purchasers.
- Continued to assess additional funding sources for the Company's mortgage banking operations.

A key liquidity requirement for the Company is the funding of commissions paid on the sale of mutual funds. Commissions on the sale of mutual funds continue to be paid from operating cash flows.

The Company also maintains sufficient liquidity to fund and temporarily hold mortgages. Through its mortgage banking operations, residential mortgages are sold to third parties including certain mutual funds, institutional investors through private placements, Canadian bank-sponsored securitization trusts, and by issuance and sale of NHA MBS securities including sales to Canada Housing Trust under the CMB Program.

Certain subsidiaries of the Company are approved issuers of NHA MBS and are approved sellers into the CMB Program. Capacity for sales under the CMB Program consists of participation in new CMB issues and reinvestment of principal repayments held in Principal Reinvestment Accounts.

The Company maintains committed capacity within certain Canadian bank-sponsored securitization trusts.

The Company's continued ability to fund residential mortgages through Canadian bank-sponsored securitization trusts and NHA MBS is dependent on securitization market conditions that are subject to change. A condition of the NHA MBS and CMB Program is that securitized loans be insured by an insurer that is approved by CMHC. The availability of mortgage insurance is dependent upon market conditions that are subject to change.

The Company's contractual obligations are reflected in Table 23.

In addition to IGM Financial's current balance of cash and cash equivalents, liquidity is available through the Company's lines of credit. The Company's lines of credit with various Schedule I Canadian chartered banks totalled \$525 million as at September 30, 2015, unchanged from December 31, 2014. The lines of credit as at September 30, 2015 consisted of committed lines of \$350 million (2014 – \$350 million) and uncommitted lines of \$175 million (2014 – \$175 million). The Company has accessed its uncommitted lines of credit in the past; however, any advances made by a bank under the uncommitted lines of credit are at the bank's sole discretion. As at September 30, 2015 and December 31, 2014, the Company was not utilizing its committed lines of credit or its uncommitted lines of credit.

The last actuarial valuation for funding purposes related to the Company's registered defined benefit pension plan was based on a measurement date of December 31, 2013. Based on the actuarial valuation, the registered pension plan had a solvency deficit of \$23.4 million which is required to be funded over five years. The annual contributions are \$19.7 million and include annual current service costs of \$13.4 million. The Company has made contributions of \$13.1 million in 2015 (2014 – \$13.0 million). Pension contribution decisions are subject to change, as contributions are affected by many factors including market performance, regulatory requirements, changes in assumptions and management's ability to change funding policy. The

TABLE 23: CONTRACTUAL OBLIGATIONS

As at September 30, 2015 (\$ millions)	DEMAND	LESS THAN 1 YEAR	1 – 5 YEARS	AFTER 5 YEARS	TOTAL
Derivative financial instruments	\$ –	\$ 19.9	\$ 44.4	\$ 0.2	\$ 64.5
Deposits and certificates	251.5	6.1	8.2	3.3	269.1
Obligations to securitization entities	–	1,375.2	5,488.2	76.2	6,939.6
Long-term debt	–	–	525.0	800.0	1,325.0
Operating leases <sup>(1)</sup>	–	53.0	149.9	57.9	260.8
Pension funding <sup>(2)</sup>	–	6.6	19.7	–	26.3
<b>Total contractual obligations</b>	<b>\$ 251.5</b>	<b>\$ 1,460.8</b>	<b>\$ 6,235.4</b>	<b>\$ 937.6</b>	<b>\$ 8,885.3</b>

(1) Includes office space and equipment used in the normal course of business. Lease payments are charged to earnings in the period of use.

(2) The next required actuarial valuation will be completed based on a measurement date of December 31, 2016. Pension funding requirements beyond 2016 are subject to significant variability and will be determined based on future actuarial valuations. Pension contribution decisions are subject to change, as contributions are affected by many factors including market performance, regulatory requirements, changes in assumptions and management's ability to change funding policy.

next required actuarial valuation will be based on a measurement date of December 31, 2016.

Management believes cash flows from operations, available cash balances and other sources of liquidity described above are sufficient to meet the Company's liquidity needs. The Company continues to have the ability to meet its operational cash flow requirements, its contractual obligations, and its declared dividends. The current practice of the Company is to declare and pay dividends to common shareholders on a quarterly basis at the discretion of the Board of Directors. The declaration of dividends by the Board of Directors is dependent on a variety of factors, including earnings which are significantly influenced by the impact that debt and equity market performance has on the Company's fee income and commission and certain other expenses. The Company's liquidity position and its management of liquidity and funding risk have not changed materially since December 31, 2014.

#### Credit Risk

Credit risk is the potential for financial loss to the Company if a counterparty to a transaction fails to meet its obligations. The Company's cash and cash equivalents, securities holdings, mortgage portfolios, and derivatives are subject to credit risk. The Company monitors its credit risk management practices on an ongoing basis to evaluate their effectiveness.

At September 30, 2015, cash and cash equivalents of \$933.7 million (December 31, 2014 – \$1,216.0 million) consisted of cash balances of

\$70.4 million (December 31, 2014 – \$106.8 million) on deposit with Canadian chartered banks and cash equivalents of \$863.3 million (December 31, 2014 – \$1,109.2 million). Cash equivalents are comprised of Government of Canada treasury bills totalling \$167.5 million (December 31, 2014 – \$190.8 million), provincial government and government guaranteed commercial paper of \$472.1 million (December 31, 2014 – \$665.8 million) and bankers' acceptances issued by Canadian chartered banks of \$223.7 million (December 31, 2014 – \$252.6 million). The Company regularly reviews the credit ratings of its counterparties. The maximum exposure to credit risk on these financial instruments is their carrying value. The Company manages credit risk related to cash and cash equivalents by adhering to its Investment Policy that outlines credit risk parameters and concentration limits.

As at September 30, 2015, residential mortgages, recorded on the Company's balance sheet, of \$7.3 billion (December 31, 2014 – \$7.0 billion) consisted of \$6.8 billion sold to securitization programs (December 31, 2014 – \$6.6 billion), \$457.4 million held pending sale or securitization (December 31, 2014 – \$366.2 million) and \$26.6 million related to the Company's intermediary operations (December 31, 2014 – \$29.5 million).

The Company manages credit risk related to residential mortgages through:

- Its lending policy, underwriting standards, and loan servicing capabilities;

- Use of client-insured mortgage default insurance and mortgage portfolio default insurance held by the Company; and
- Its practice of originating its mortgages exclusively through its own network of Mortgage Planning Specialists and Investors Group Consultants as part of a client's comprehensive financial plan.

In certain instances, credit risk is also limited by the terms and nature of securitization transactions as described below:

- Under the NHA MBS program totalling \$4.5 billion (December 31, 2014 – \$4.6 billion), the Company is obligated to make timely payment of principal and coupons irrespective of whether such payments were received from the mortgage borrower. However, as required by the NHA MBS program, 100% of the loans are insured by an approved insurer.
- Credit risk for mortgages securitized by transfer to bank-sponsored securitization trusts totalling \$2.3 billion (December 31, 2014 – 2.0 billion) is limited to amounts held in cash reserve accounts and future net interest income, the fair values of which were \$44.7 million (December 31, 2014 – \$35.1 million) and \$38.3 million (December 31, 2014 – \$30.0 million), respectively, at September 30, 2015. Cash reserve accounts are reflected on the balance sheet, whereas rights to future net interest income are not reflected on the balance sheet and will be recorded over the life of the mortgages. This risk is further mitigated by insurance with 39.1% of mortgages held in ABCP Trusts insured at September 30, 2015 (December 31, 2014 – 51.0%).

At September 30, 2015, residential mortgages recorded on balance sheet totalling \$7.3 billion (December 31, 2014 – \$7.0 billion) were 77.7% insured (December 31, 2014 – 83.7%). As at September 30, 2015, impaired mortgages on these portfolios were \$2.1 million, unchanged from December 31, 2014. Uninsured non-performing mortgages over 90 days on these portfolios were \$0.8 million at September 30, 2015, compared to \$0.3 million at December 31, 2014.

The Company also retains certain elements of credit risk on mortgage loans sold to the Investors Mortgage and Short Term Income Fund and to the Investors Canadian Corporate Bond Fund through an agreement to repurchase mortgages in certain circumstances benefiting the funds. These loans are not recorded on the Company's balance sheet as the Company has

transferred substantially all of the risks and rewards of ownership associated with these loans.

The Company regularly reviews the credit quality of the mortgages and the adequacy of the collective allowance for credit losses.

The Company's collective allowance for credit losses was \$0.7 million at September 30, 2015, compared to \$0.8 million at December 31, 2014, and is considered adequate by management to absorb all credit-related losses in the mortgage portfolios based on: i) historical credit performance experience and recent trends, ii) current portfolio credit metrics and other relevant characteristics, and iii) regular stress testing of losses under adverse real estate market conditions.

The Company's exposure to and management of credit risk related to cash and cash equivalents, fixed income securities and mortgage portfolios have not changed materially since December 31, 2014.

The Company is exposed to credit risk through derivative contracts it utilizes to hedge interest rate risk, to facilitate securitization transactions, and to hedge market risk related to certain stock-based compensation arrangements. These derivatives are discussed more fully under the Market Risk section of this MD&A.

To the extent that the fair value of the derivatives is in a gain position, the Company is exposed to credit risk that its counterparties fail to fulfill their obligations under these arrangements.

The aggregate credit risk exposure related to derivatives that are in a gain position of \$63.9 million (December 31, 2014 – \$43.3 million) does not give effect to any netting agreements or collateral arrangements. The exposure to credit risk, considering netting agreements and collateral arrangements and including rights to future net interest income, was \$2.2 million at September 30, 2015 (December 31, 2014 – \$2.5 million). Counterparties are all Canadian Schedule I chartered banks and, as a result, management has determined that the Company's overall credit risk related to derivatives was not significant at September 30, 2015. Management of credit risk related to derivatives has not changed materially since December 31, 2014.

Additional information related to the Company's securitization activities and utilization of derivative contracts can be found in Note 4 of the Interim Financial Statements and Notes 2, 6 and 21 to the Annual Financial Statements.



### **Market Risk**

Market risk is the potential for loss to the Company from changes in the values of its financial instruments due to changes in foreign exchange rates, interest rates or equity prices. The Company's financial instruments are generally denominated in Canadian dollars and do not have significant exposure to changes in foreign exchange rates.

### **Interest Rate Risk**

The Company is exposed to interest rate risk on its loan portfolio and on certain of the derivative financial instruments used in the Company's mortgage banking operations.

The Company utilizes interest rate swaps with Canadian Schedule I chartered bank counterparties in order to reduce the impact of fluctuating interest rates on its mortgage banking operations, as follows:

- The Company has in certain instances funded floating rate mortgages with fixed rate Canada Mortgage Bonds as part of the securitization transactions under the CMB Program. As previously discussed, as part of the CMB Program, the Company is party to a swap whereby it is entitled to receive investment returns on reinvested mortgage principal and is obligated to pay Canada Mortgage Bond coupons. This swap had a negative fair value of \$50.5 million (December 31, 2014 – negative \$26.3 million) and an outstanding notional value of \$825 million at September 30, 2015 (December 31, 2014 – \$437 million). The Company enters into interest rate swaps with Canadian Schedule I chartered banks to hedge the risk that the interest rates earned on floating rate mortgages and reinvestment returns decline. The fair value of these swaps totalled \$59.2 million (December 31, 2014 – \$35.2 million), on an outstanding notional amount of \$1.9 billion at September 30, 2015 (December 31, 2014 – \$2.0 billion). The net fair value of these swaps of \$8.7 million at September 30, 2015 (December 31, 2014 – \$8.9 million) are recorded on balance sheet and have an outstanding notional amount of \$2.8 billion (December 31, 2014 – \$2.4 billion).
- The Company is exposed to the impact that changes in interest rates may have on the value of mortgages held, or committed to, by the Company. The Company enters into interest rate swaps to hedge the interest rate risk related to funding costs

for mortgages held by the Company pending sale or securitization. The fair value of these swaps totalled \$0.1 million (December 31, 2014 – negative \$0.5 million) on an outstanding notional amount of \$82 million at September 30, 2015 (December 31, 2014 – \$101 million).

As at September 30, 2015, the impact to annual net earnings of a 100 basis point increase in interest rates would have been a decrease of approximately \$0.7 million (2014 – a decrease of \$1.6 million). The Company's exposure to and management of interest rate risk have not changed materially since December 31, 2014.

### **Equity Price Risk**

The Company is exposed to equity price risk on its proprietary investment funds which are classified as available for sale securities and on its equity securities and proprietary investment funds which are classified as fair value through profit or loss, as shown in Table 17. Unrealized gains and losses on available for sale securities are recorded in Other comprehensive income until they are realized or until management determines there is objective evidence of impairment in value, at which time they are recorded in the Consolidated Statements of Earnings.

The Company sponsors a number of deferred compensation arrangements where payments to participants are linked to the performance of the common shares of IGM Financial Inc. The Company hedges this risk through the use of forward agreements and total return swaps.

## **RISKS RELATED TO ASSETS UNDER MANAGEMENT**

At September 30, 2015, IGM Financial's total assets under management were \$130.9 billion compared to \$141.9 billion at December 31, 2014.

The Company is subject to the risk of asset volatility from changes in the Canadian and global financial and equity markets. Changes in these markets have caused in the past, and will cause in the future, changes in the Company's assets under management, revenues and earnings. Global economic conditions, exacerbated by financial crises, changes in the equity marketplace, currency exchange rates, interest rates, inflation rates, the yield curve, defaults by derivative counterparties and other factors including political and government

TABLE 24: ASSETS UNDER MANAGEMENT – ASSET AND CURRENCY MIX

As at September 30, 2015	CONSOLIDATED	
	MUTUAL FUNDS	TOTAL
Cash	3.0 %	3.2 %
Short-term fixed income and mortgages	6.1	6.1
Other fixed income	23.9	24.8
Domestic equity	30.1	29.7
Foreign equity	33.6	33.1
Real Property	3.3	3.1
	100.0 %	100.0 %
CAD	64.2 %	64.8 %
USD	23.4	23.1
Other	12.4	12.1
	100.0 %	100.0 %

instability that are difficult to predict, affect the mix, market values and levels of assets under management.

The Company's assets under management may be subject to unanticipated redemptions as a result of such events. Changing market conditions may also cause a shift in asset mix between equity and fixed income assets due to market and income as well as net cash flows, potentially resulting in a decline in the Company's revenue and earnings depending upon the nature of the assets under management and the level of management fees earned.

Interest rates at unprecedented low levels have significantly decreased the yields of the Company's money market and managed yield mutual funds. Since 2009, Investors Group and Mackenzie have waived a portion of investment management fees or absorbed some expenses to ensure that these funds maintained positive yields. The Company continuously reviews its practices in this regard in response to changing market conditions.

Redemption rates for long-term funds are summarized in Table 25 and are discussed in the Investors Group and Mackenzie Segment Operating Results sections of this MD&A.

IGM Financial provides Consultants, independent financial advisors, and strategic alliance and institutional clients with a high level of service and support and a broad range of investment products based on asset classes, countries or regions, and investment management styles which, in turn, should result in maintaining strong client relationships and lower rates of redemptions. The Company's subsidiaries also continually review product pricing to ensure competitiveness in the marketplace in relation to the nature and quality of services provided.

The mutual fund industry and financial advisors continue to take steps to educate Canadian investors on the merits of financial planning, diversification and long-term investing. In periods of volatility Consultants and independent financial advisors play a key role in

TABLE 25: TWELVE MONTH TRAILING REDEMPTION RATE FOR LONG-TERM FUNDS

	2015 SEP. 30	2014 SEP. 30
<b>IGM Financial Inc.</b>		
Investors Group	8.4 %	8.9 %
Mackenzie	16.0 %	14.8 %
Counsel	13.1 %	12.6 %

assisting investors to maintain perspective and focus on their long-term objectives.

## **OTHER RISK FACTORS**

### **Distribution Risk**

*Investors Group Consultant network* – Investors Group derives all of its mutual fund sales through its Consultant network. Investors Group Consultants have regular direct contact with clients which can lead to a strong and personal client relationship based on the client's confidence in that individual Consultant. The market for financial advisors is extremely competitive. The loss of a significant number of key Consultants could lead to the loss of client accounts which could have an adverse effect on Investors Group's results of operations and business prospects. Investors Group is focused on growing its distribution network of Consultants and on responding to the complex financial needs of its clients by delivering a diverse range of products and services in the context of personalized financial advice, as discussed in the Investors Group Review of the Business section of this MD&A.

*Mackenzie* – Mackenzie derives the majority of its mutual fund sales through third party financial advisors. Financial advisors generally offer their clients investment products in addition to, and in competition with, Mackenzie. Mackenzie also derives sales of its investment products and services from its strategic alliance and institutional clients. Due to the nature of the distribution relationship in these relationships and the relative size of these accounts, gross sale and redemption activity can be more pronounced in these accounts than in a retail relationship. Mackenzie's ability to market its investment products is highly dependent on continued access to these distribution networks. The inability to have such access could have a material adverse effect on Mackenzie's operating results and business prospects. Mackenzie is well positioned to manage this risk and to continue to build and enhance its distribution relationships. Mackenzie's diverse portfolio of financial products and its long-term investment performance record, marketing, educational and service support has made Mackenzie one of Canada's leading investment management companies. These factors are discussed further in the Mackenzie Review of the Business section of this MD&A.

### **The Regulatory Environment**

IGM Financial is subject to complex and changing legal, taxation and regulatory requirements, including the requirements of agencies of the federal, provincial and territorial governments in Canada which regulate the Company and its activities. The Company and its subsidiaries are also subject to the requirements of self-regulatory organizations to which they belong. These and other regulatory bodies regularly adopt new laws, rules, regulations and policies that apply to the Company and its subsidiaries. These requirements include those that apply to IGM Financial as a publicly traded company and those that apply to the Company's subsidiaries based on the nature of their activities. They include regulations related to securities markets, the provision of financial products and services, including fund management, distribution, insurance and mortgages, and other activities carried on by the Company in the markets in which it operates. Regulatory standards affecting the Company and the financial services industry are significant and are being continually enhanced. The Company and its subsidiaries are subject to regulatory reviews as part of the normal ongoing process of oversight by the various regulators.

Failure to comply with laws, rules or regulations could lead to regulatory sanctions and civil liability, and may have an adverse reputational or financial effect on the Company. The Company manages regulatory risk through its efforts to promote a strong culture of compliance. It monitors regulatory developments and their impact on the Company, overseen by the Regulatory Initiatives Committee chaired by the Vice-President, Regulatory Affairs. It also continues to develop and maintain compliance policies, processes and oversight, including specific communications on compliance and legal matters, training, testing, monitoring and reporting. The Audit Committee of the Company receives regular reporting on compliance initiatives and issues.

Particular regulatory initiatives may have the effect of making the products of the Company's subsidiaries appear to be less competitive than the products of other financial service providers, to third party distribution channels and to clients. Regulatory differences that may impact the competitiveness of the Company's products include regulatory costs, tax treatment, disclosure requirements, transaction processes or other differences that may be as a result of differing regulation or

application of regulation. Regulatory developments may also impact product structures, pricing, dealer and advisor compensation. While the Company and its subsidiaries actively monitor such initiatives, and where feasible comment upon or discuss them with regulators, the ability of the Company and its subsidiaries to mitigate the imposition of differential regulatory treatment of financial products or services is limited.

In March 2013, the Canadian Securities Administrators (CSA) adopted a new set of rules as Phase 2 of the Client Relationship Model that will require dealers, among other things, to provide their clients with enhanced information on the performance of their investments and the costs associated with them, including the compensation paid to the dealer (the Investment Industry Regulatory Organization of Canada and the Mutual Fund Dealers Association of Canada have published rules that are to the same effect). These new requirements are effective for annual periods commencing no later than July 15, 2016 and comprise the following:

- Performance and Rate of Return Reporting – Dealers must provide clients with annual multiple-period performance information, including percentage rate of return results, on each of a client's accounts. The rule mandates use of a dollar-weighted methodology which takes into consideration all cashflows into and out of the account and all underlying funds and investments. This prescribed calculation methodology is one that the Company supports. This approach ensures that client cashflows to, from, and within their accounts are properly reflected in the rate of return calculations. This provides a helpful view of the results of clients' many decisions to save, invest, transfer between different investments and withdraw funds.
- Cost and Compensation Disclosure – Dealers must also provide clients with an annual report on all charges associated with their accounts, including direct and indirect compensation that the dealer receives related to a client's account. These new requirements will provide important information to our clients and will build on already existing disclosure including information already provided through Fund Facts and the Management Report of Fund Performance (MRFP) related to distribution and fund management costs.

The CSA has been reviewing and conducting research related to Canada's mutual fund fee structures and commissioned two research projects. The Brondesbury Group was retained to evaluate existing literature and determine if the use of fee-based versus commission-based compensation changes the nature of advice and investment outcomes over the long term. Commission-based compensation in this context means arrangements where a mutual fund sales commission is paid on a transaction and where dealer compensation is embedded within the mutual fund management expense ratio and trailer fees based on assets are paid to the dealer by the product manager on an ongoing basis. Fee-based compensation in this context means dealer compensation is paid directly by the client, which often occurs as an advisory fee charged to the client account and expressed as an annual percentage of client assets. On June 11, 2015, the results of this comprehensive research were made public. One of the key conclusions from the research was: "Evidence on the impact of compensation is conclusive enough to justify the development of new compensation policies. All forms of compensation affect advice and outcomes. There is conclusive evidence that commission-based compensation creates problems that must be addressed. Fee-based compensation is likely a better alternative, but there is not enough evidence to state with certainty that it will lead to better long-term outcomes for investors." The report also identifies gaps in the research and suggests that filling these gaps would improve policy formulation regarding compensation practices. One of the report's observations states: "In our view, no empirical studies have been done to document whether investors have greater after-fee investment returns with fee-based compensation instead of commission-based compensation." The cautions in this report will temper any research-based policy changes considered by the CSA. The Company believes this research, one of the most comprehensive and substantive reviews performed globally on the topic, is a valuable contribution to the discussion surrounding appropriate forms of compensation in the mutual fund and financial services industry. On October 22, 2015, the CSA published the report of the second research project which is an analysis of historical mutual fund data to assess whether fee structures influence mutual fund sales. There are no recommendations contained in the report which, along with the Brondesbury report,

will be among the various inputs to be considered by the CSA as part of its review. The CSA has stated that it aims to communicate a policy direction sometime in the first half of 2016.

In 2013, the Government of Canada, as part of its Economic Action Plan, indicated an intention to establish a common securities regulator for Canada's capital markets working cooperatively with the provinces and territories. In September 2014, the Government of Canada published two proposed pieces of legislation to implement the cooperative capital markets regulatory system, namely the Provincial Capital Markets Act and the Capital Markets Stability Act.

On August 25, 2015, a revised consultation draft of the Provincial Capital Markets Act (PCMA) along with accompanying commentary was published, along with certain proposed initial draft regulations (Regulations). The PCMA and Regulations would together constitute the single set of provincial/territorial laws under the proposed cooperative capital markets regulatory system in the six jurisdictions (Ontario, British Columbia, Saskatchewan, New Brunswick, Prince Edward Island and Yukon) which have currently agreed to participate. Consistent with earlier announcements, the Regulations substantially maintain the harmonization achieved so far under the current system of securities laws by adopting the national and multilateral instruments, largely, in their current form. The comment period for the revised PCMA and Regulations is open until December 23, 2015. The Company is continuing to monitor this initiative and the potential effect it will have on its activities and those of its subsidiaries, particularly in the area of the regulation of mutual funds.

### **Contingencies**

The Company is subject to legal actions arising in the normal course of its business. Although it is difficult to predict the outcome of any such legal actions, based on current knowledge and consultation with legal counsel, management does not expect the outcome of any of these matters, individually or in aggregate, to have a material adverse effect on the Company's consolidated financial position.

### **Acquisition Risk**

The Company undertakes thorough due diligence prior to completing an acquisition, but there is no assurance that the Company will achieve the expected strategic objectives or cost and revenue synergies subsequent to an acquisition. Subsequent changes in the economic environment and other unanticipated factors may affect the Company's ability to achieve expected earnings growth or expense reductions. The success of an acquisition is dependent on retaining assets under management, clients, and key employees of an acquired company.

### **Model Risk**

The Company uses a variety of models to assist in: the valuation of financial instruments, operational scenario testing, management of cash flows, capital management, and assessment of potential acquisitions. These models incorporate internal assumptions, observable market inputs and available market prices. Effective controls exist over the development, implementation and application of these models. However, changes in the internal assumptions or other factors affecting the models could have an adverse effect on the Company's consolidated financial position.



## Outlook

### THE FINANCIAL SERVICES ENVIRONMENT

Canadians held \$3.6 trillion in discretionary financial assets with financial institutions at December 31, 2014 based on the most recent report from Investor Economics. The nature of holdings was diverse, ranging from demand deposits held for short-term cash management purposes to longer-term investments held for retirement purposes. Over 65% (\$2.4 trillion) of these financial assets are held within the context of a relationship with a financial advisor, and this is the primary channel serving the longer-term savings needs of Canadians. Of the \$1.2 trillion held outside of a financial advisory relationship, approximately 61% consisted of bank deposits.

Financial advisors represent the primary distribution channel for the Company's products and services, and the core emphasis of the Company's business model is to support these financial advisors as they work with clients to plan for and achieve their financial goals. Multiple sources of emerging research show significantly better financial outcomes for Canadians who use financial advisors compared to those who do not. The Company actively promotes the value of financial advice and the importance of a relationship with an advisor to develop and remain focused on long-term financial plans and goals.

Approximately 40% of Canadian discretionary financial assets or \$1.4 trillion resided in investment funds at December 31, 2014, making it the largest financial asset class held by Canadians. Other asset types include deposit products and direct securities such as stocks and bonds. Approximately 77% of investment funds are comprised of mutual fund products, with other product categories including segregated funds, hedge funds, pooled funds, closed end funds and exchange traded funds. With \$125 billion in mutual fund assets under management, the Company is among the country's largest investment fund managers. Management believes that investment funds are likely to remain the preferred savings vehicle of Canadians. Investment funds provide investors with the benefits of diversification, professional management, flexibility and convenience, and are available in a broad range of mandates and structures to meet most investor requirements and preferences.

Competition and technology have fostered a trend towards financial service providers offering a comprehensive range of proprietary products and

services. Traditional distinctions between bank branches, full service brokerages, financial planning firms and insurance agent sales forces have become obscured as many of these financial service providers strive to offer comprehensive financial advice implemented through access to a broad product shelf. Accordingly, the Canadian financial services industry is characterized by a number of large, diversified, vertically-integrated participants, similar to IGM Financial, who offer both financial planning and investment management services.

Canadian banks distribute financial products and services through their traditional bank branches, as well as through their full service and discount brokerage subsidiaries. Bank branches continue to place increased emphasis on both financial planning and mutual funds. In addition, each of the "big six" banks has one or more mutual fund management subsidiaries. Collectively, mutual fund assets of the "big six" bank-owned mutual fund managers and affiliated firms represented 42% of total industry long-term mutual fund assets at September 30, 2015.

As a result of consolidation activity in the last several years, the Canadian mutual fund management industry is characterized by large, often vertically-integrated, firms. The industry continues to be very concentrated, with the ten largest firms and their subsidiaries representing 68% of industry long-term mutual fund assets and 68% of total mutual fund assets under management at September 30, 2015. Management anticipates continuing consolidation in this segment of the industry as smaller participants are acquired by larger organizations.

Management believes that the financial services industry will continue to be influenced by the following trends:

- Shifting demographics as the number of Canadians in their prime savings and retirement years continue to increase.
- Changes in investor attitudes based on economic conditions.
- Continued importance of the role of the financial advisor.
- Public policy related to retirement savings.
- Changes in the regulatory environment.
- An evolving competitive landscape.
- Advancing and changing technology.



## THE COMPETITIVE LANDSCAPE

IGM Financial and its subsidiaries operate in a highly competitive environment. Investors Group and Investment Planning Counsel compete directly with other retail financial service providers, including other financial planning firms, as well as full service brokerages, banks and insurance companies. Investors Group, Mackenzie and Investment Planning Counsel compete directly with other investment managers for assets under management, and their products compete with stocks, bonds and other asset classes for a share of the investment assets of Canadians.

Competition from other financial service providers, alternative product types or delivery channels, and changes in regulations or public preferences could impact the characteristics of product and service offerings of the Company, including pricing, product structures, dealer and advisor compensation and disclosure. The Company monitors developments on an ongoing basis, and engages in policy discussions and develops product and service responses as appropriate.

IGM Financial continues to focus on its commitment to provide quality investment advice and financial products, service innovations, effective management of the Company and long-term value for its clients and shareholders. Management believes that the Company is well-positioned to meet competitive challenges and capitalize on future opportunities.

The Company enjoys several competitive strengths, including:

- Broad and diversified distribution with an emphasis on those channels emphasizing comprehensive financial planning through a relationship with a financial advisor.
- Broad product capabilities, leading brands and quality sub-advisory relationships.

- Enduring client relationships and the long-standing heritages and cultures of its subsidiaries.
- Benefits of being part of the Power Financial group of companies.

### **Broad and Diversified Distribution**

IGM Financial's distribution strength is a competitive advantage. In addition to owning two of Canada's largest financial planning organizations, Investors Group and Investment Planning Counsel, IGM Financial has, through Mackenzie, access to distribution through over 30,000 independent financial advisors. Mackenzie also, in its growing strategic alliance business, partners with Canadian and U.S. manufacturing and distribution complexes to provide investment management to a number of retail investment fund mandates.

### **Broad Product Capabilities**

IGM Financial's subsidiaries continue to develop and launch innovative products and strategic investment planning tools to assist advisors in building optimized portfolios for clients.

### **Enduring Relationships**

IGM Financial enjoys significant advantages as a result of the enduring relationships that advisors enjoy with clients. In addition, the Company's subsidiaries have strong heritages and cultures which are challenging for competitors to replicate.

### **Benefits of Being Part of the Power Financial Group of Companies**

As part of the Power Financial group of companies, IGM Financial benefits through expense savings from shared service arrangements, as well as through access to distribution, products and capital.

## Critical Accounting Estimates and Policies

### **SUMMARY OF CRITICAL ACCOUNTING ESTIMATES**

There were no changes to the Company's assumptions related to critical accounting estimates from those reported at December 31, 2014.

### **CHANGES IN ACCOUNTING POLICIES**

There were no changes to the Company's accounting policies from those reported at December 31, 2014.

### **FUTURE ACCOUNTING CHANGES**

The Company continuously monitors the potential changes proposed by the International Accounting Standards Board (IASB) and analyzes the effect that changes in the standards may have on the Company's operations.

#### **IFRS 9 Financial Instruments**

The IASB issued IFRS 9 which replaces IAS 39, the current standard for accounting for financial instruments. The standard was completed in three separate phases:

- **Classification and measurement:** This phase requires that financial assets be classified at either amortized cost or fair value on the basis of the entity's business model for managing the financial assets and the contractual cash flow characteristics of the financial assets.

- **Impairment methodology:** This phase replaces the current incurred loss model for impairment of financial assets with an expected loss model.
- **Hedge accounting:** This phase replaces the current rule-based hedge accounting requirements in IAS 39 with guidance that more closely aligns the accounting with an entity's risk management activities.

This standard is effective for annual periods beginning on or after January 1, 2018 and the impact of the standard is currently being assessed.

#### **IFRS 15 Revenue from Contracts with Customers**

The IASB issued IFRS 15 which outlines a single comprehensive model for entities to use in accounting for revenue arising from contracts with customers. The model requires an entity to recognize revenue as the goods or services are transferred to the customer in an amount that reflects the expected consideration. This standard is effective for annual periods beginning on or after January 1, 2018 and the impact of the standard is currently being assessed.

#### **Other**

The IASB is currently undertaking a number of projects which will result in changes to existing IFRS standards that may affect the Company. Updates will be provided as the projects develop.

## Internal Control Over Financial Reporting

During the third quarter of 2015, there have been no changes in the Company's internal control over financial reporting that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

## Other Information

### TRANSACTIONS WITH RELATED PARTIES

The Company entered into tax loss consolidation transactions with its parent company, Power Financial Corporation, after obtaining advance tax rulings:

- On January 7, 2014, the Company acquired \$1.67 billion of 4.51% preferred shares of a wholly-owned subsidiary of Power Financial Corporation. As sole consideration for the preferred shares, the Company issued \$1.67 billion of 4.50% secured demand debentures to Power Financial Corporation. The Company has legally enforceable rights to settle these financial instruments on a net basis and the Company intends to exercise these rights.
- On January 6, 2015, the Company acquired \$0.33 billion of 4.51% preferred shares of a wholly-owned subsidiary of Power Financial Corporation. As sole consideration for the preferred shares, the Company issued \$0.33 billion of 4.50% secured demand debentures to Power Financial Corporation. The Company has legally enforceable rights to settle these financial instruments on a net basis and the Company intends to exercise these rights.  
The preferred shares and debentures and related dividend income and interest expense are offset in the Consolidated Financial Statements of the Company.

Tax savings arise due to the tax deductibility of the interest expense.

For further information on transactions involving related parties, see Notes 8 and 25 to the Company's Annual Financial Statements.

### OUTSTANDING SHARE DATA

Outstanding common shares of IGM Financial as at September 30, 2015 totalled 246,054,566. Outstanding stock options as at September 30, 2015 totalled 7,542,160, of which 3,553,737 were exercisable. As at November 2, 2015, outstanding common shares totalled 245,836,166 and outstanding stock options totalled 7,524,368 of which 3,548,547 were exercisable.

Perpetual preferred shares of \$150 million were outstanding as at September 30, 2015, unchanged at November 2, 2015.

### SEDAR

Additional information relating to IGM Financial, including the Company's most recent financial statements and Annual Information Form, is available at [www.sedar.com](http://www.sedar.com).

# Interim Condensed Consolidated Financial Statements

## Consolidated Statements of Earnings

<i>(unaudited)</i> <i>(in thousands of Canadian dollars, except shares and per share amounts)</i>	THREE MONTHS ENDED SEPTEMBER 30		NINE MONTHS ENDED SEPTEMBER 30	
	2015	2014	2015	2014
<b>Revenues</b>				
Management fees	\$ 508,531	\$ 517,063	\$ 1,534,921	\$ 1,506,716
Administration fees	104,595	101,997	312,826	296,529
Distribution fees	92,695	84,968	282,514	263,492
Net investment income and other	19,545	21,257	63,787	50,180
Proportionate share of affiliate's earnings	26,362	24,877	81,772	68,316
	<b>751,728</b>	<b>750,162</b>	<b>2,275,820</b>	<b>2,185,233</b>
<b>Expenses</b>				
Commission	263,158	249,833	797,712	738,701
Non-commission	208,471	190,802	637,946	597,741
Interest	23,200	23,200	68,914	68,913
	<b>494,829</b>	<b>463,835</b>	<b>1,504,572</b>	<b>1,405,355</b>
Earnings before income taxes	256,899	286,327	771,248	779,878
Income taxes	55,660	64,456	166,776	168,883
<b>Net earnings</b>	<b>201,239</b>	<b>221,871</b>	<b>604,472</b>	<b>610,995</b>
Perpetual preferred share dividends	2,213	2,213	6,638	6,638
<b>Net earnings available to common shareholders</b>	<b>\$ 199,026</b>	<b>\$ 219,658</b>	<b>\$ 597,834</b>	<b>\$ 604,357</b>
Average number of common shares <i>(in thousands) (Note 11)</i>				
– Basic	246,953	252,089	249,025	252,247
– Diluted	247,059	252,788	249,169	253,079
Earnings per share <i>(in dollars) (Note 11)</i>				
– Basic	\$ 0.81	\$ 0.87	\$ 2.40	\$ 2.40
– Diluted	\$ 0.81	\$ 0.87	\$ 2.40	\$ 2.39

*(See accompanying notes to interim condensed consolidated financial statements.)*

# Consolidated Statements of Comprehensive Income

<i>(unaudited)</i> <i>(in thousands of Canadian dollars)</i>	THREE MONTHS ENDED SEPTEMBER 30		NINE MONTHS ENDED SEPTEMBER 30	
	2015	2014	2015	2014
<b>Net earnings</b>	<b>\$ 201,239</b>	<b>\$ 221,871</b>	<b>\$ 604,472</b>	<b>\$ 610,995</b>
<b>Other comprehensive income (loss), net of tax</b>				
<b>Items that will not be reclassified to Net earnings</b>				
Employee benefits				
Net actuarial gains (losses), <i>net of tax of \$971, \$2,856, \$(3,803) and \$12,674</i>	<b>(2,625)</b>	<b>(7,724)</b>	<b>10,283</b>	<b>(34,276)</b>
Investment in affiliate – employee benefits and other				
Other comprehensive income (loss), <i>net of tax of nil</i>	<b>9,306</b>	<b>(3,384)</b>	<b>(3,140)</b>	<b>(971)</b>
<b>Items that may be reclassified subsequently to Net earnings</b>				
Available for sale securities				
Net unrealized gains (losses), <i>net of tax of \$(147), \$54, \$(1,436) and nil</i>	<b>405</b>	<b>(151)</b>	<b>3,903</b>	<b>(3)</b>
Reclassification of realized (gains) losses to net earnings, <i>net of tax of \$200, \$2, \$532 and \$36</i>	<b>(548)</b>	<b>(5)</b>	<b>(1,460)</b>	<b>(96)</b>
Investment in affiliate and other				
Other comprehensive income (loss), <i>net of tax of \$349, \$232, \$710 and \$758</i>	<b>1,001</b>	<b>(10,279)</b>	<b>36,529</b>	<b>24,620</b>
	<b>7,539</b>	<b>(21,543)</b>	<b>46,115</b>	<b>(10,726)</b>
<b>Comprehensive income</b>	<b>\$ 208,778</b>	<b>\$ 200,328</b>	<b>\$ 650,587</b>	<b>\$ 600,269</b>

*(See accompanying notes to interim condensed consolidated financial statements.)*

# Consolidated Balance Sheets

(unaudited)  
(in thousands of Canadian dollars)

SEPTEMBER 30      DECEMBER 31  
2015                      2014

## Assets

Cash and cash equivalents	\$ 933,716	\$ 1,215,980
Securities	76,094	89,545
Accounts and other receivables	523,762	470,708
Income taxes recoverable	8,082	22,710
Loans (Note 3)	7,282,227	7,018,893
Derivative financial instruments	64,053	39,449
Other assets	56,502	45,757
Investment in affiliate	861,161	794,381
Capital assets	124,887	121,854
Deferred selling commissions	733,517	710,447
Deferred income taxes	65,832	69,405
Intangible assets	1,202,091	1,161,513
Goodwill	2,659,856	2,656,539
	<b>\$ 14,591,780</b>	<b>\$ 14,417,181</b>

## Liabilities

Accounts payable and accrued liabilities	\$ 368,989	\$ 374,369
Income taxes payable	33,837	30,916
Derivative financial instruments	64,526	29,788
Deposits and certificates	269,148	223,328
Other liabilities	439,812	528,289
Obligations to securitization entities (Note 4)	6,939,571	6,754,048
Deferred income taxes	322,628	310,564
Long-term debt	1,325,000	1,325,000
	<b>9,763,511</b>	<b>9,576,302</b>

## Shareholders' Equity

Share capital		
Perpetual preferred shares	150,000	150,000
Common shares	1,632,181	1,655,581
Contributed surplus	34,516	33,504
Retained earnings	3,076,175	3,112,512
Accumulated other comprehensive income (loss)	(64,603)	(110,718)
	<b>4,828,269</b>	<b>4,840,879</b>
	<b>\$ 14,591,780</b>	<b>\$ 14,417,181</b>

These interim condensed consolidated financial statements were approved and authorized for issuance by the Board of Directors on November 5, 2015.

(See accompanying notes to interim condensed consolidated financial statements.)



# Consolidated Statements of Changes in Shareholders' Equity

NINE MONTHS ENDED SEPTEMBER 30

(unaudited) (in thousands of Canadian dollars)	SHARE CAPITAL			RETAINED EARNINGS	ACCUMULATED OTHER COMPREHENSIVE INCOME (LOSS) (Note 8)	TOTAL SHAREHOLDERS' EQUITY
	PERPETUAL PREFERRED SHARES (Note 5)	COMMON SHARES (Note 5)	CONTRIBUTED SURPLUS			
<b>2015</b>						
<b>Balance, beginning of period</b>	<b>\$ 150,000</b>	<b>\$ 1,655,581</b>	<b>\$ 33,504</b>	<b>\$ 3,112,512</b>	<b>\$ (110,718)</b>	<b>\$ 4,840,879</b>
Net earnings	-	-	-	604,472	-	604,472
Other comprehensive income (loss), net of tax	-	-	-	-	46,115	46,115
Total comprehensive income (loss)	-	-	-	604,472	46,115	650,587
Common shares						
Issued under stock option plan	-	14,688	-	-	-	14,688
Purchased for cancellation	-	(38,088)	-	-	-	(38,088)
Stock options						
Current period expense	-	-	3,387	-	-	3,387
Exercised	-	-	(2,375)	-	-	(2,375)
Perpetual preferred share dividends	-	-	-	(6,638)	-	(6,638)
Common share dividends	-	-	-	(418,698)	-	(418,698)
Common share cancellation excess and other (Note 5)	-	-	-	(215,473)	-	(215,473)
<b>Balance, end of period</b>	<b>\$ 150,000</b>	<b>\$ 1,632,181</b>	<b>\$ 34,516</b>	<b>\$ 3,076,175</b>	<b>\$ (64,603)</b>	<b>\$ 4,828,269</b>
<b>2014</b>						
Balance, beginning of period	\$ 150,000	\$ 1,630,844	\$ 32,627	\$ 2,977,083	\$ (82,959)	\$ 4,707,595
Net earnings	-	-	-	610,995	-	610,995
Other comprehensive income (loss), net of tax	-	-	-	-	(10,726)	(10,726)
Total comprehensive income (loss)	-	-	-	610,995	(10,726)	600,269
Common shares						
Issued under stock option plan	-	32,384	-	-	-	32,384
Purchased for cancellation	-	(6,805)	-	-	-	(6,805)
Stock options						
Current period expense	-	-	4,492	-	-	4,492
Exercised	-	-	(4,512)	-	-	(4,512)
Perpetual preferred share dividends	-	-	-	(6,638)	-	(6,638)
Common share dividends	-	-	-	(406,638)	-	(406,638)
Common share cancellation excess and other (Note 5)	-	-	-	(48,902)	-	(48,902)
Balance, end of period	\$ 150,000	\$ 1,656,423	\$ 32,607	\$ 3,125,900	\$ (93,685)	\$ 4,871,245

(See accompanying notes to interim condensed consolidated financial statements.)

# Consolidated Statements of Cash Flows

<i>(unaudited)</i> <i>(in thousands of Canadian dollars)</i>	NINE MONTHS ENDED SEPTEMBER 30	
	2015	2014
<b>Operating activities</b>		
Earnings before income taxes	\$ 771,248	\$ 779,878
Income taxes paid	(141,043)	(116,599)
Adjustments to determine net cash from operating activities		
Deferred selling commission amortization	174,261	176,038
Amortization of capital and intangible assets	29,109	25,339
Changes in operating assets and liabilities and other	(179,896)	(89,625)
	653,679	775,031
Deferred selling commissions paid	(197,331)	(198,291)
	456,348	576,740
<b>Financing activities</b>		
Net increase in deposits and certificates	45,820	18,536
Net increase in obligations to securitization entities	183,125	874,105
Issue of common shares	13,482	31,103
Common shares purchased for cancellation	(242,175)	(54,515)
Perpetual preferred share dividends paid	(6,638)	(6,638)
Common share dividends paid	(421,636)	(406,817)
	(428,022)	455,774
<b>Investing activities</b>		
Purchase of securities	(97,867)	(53,849)
Proceeds from the sale of securities	110,638	48,534
Net increase in loans	(252,280)	(1,048,881)
Net additions to capital assets	(16,120)	(10,441)
Net cash used in additions to intangible assets and acquisitions	(54,961)	(26,068)
	(310,590)	(1,090,705)
Decrease in cash and cash equivalents	(282,264)	(58,191)
Cash and cash equivalents, beginning of period	1,215,980	1,082,437
<b>Cash and cash equivalents, end of period</b>	<b>\$ 933,716</b>	<b>\$ 1,024,246</b>
Cash	\$ 70,414	\$ 79,583
Cash equivalents	863,302	944,663
	\$ 933,716	\$ 1,024,246
<b>Supplemental disclosure of cash flow information related to operating activities</b>		
Interest and dividends received	\$ 188,378	\$ 174,794
Interest paid	\$ 155,893	\$ 149,252

*(See accompanying notes to interim condensed consolidated financial statements.)*

# Notes to the Interim Condensed Consolidated Financial Statements

SEPTEMBER 30, 2015 (unaudited) (In thousands of Canadian dollars, except shares and per share amounts)

## 1. CORPORATE INFORMATION

IGM Financial Inc. (the Company) is a publicly listed company (TSX: IGM), incorporated and domiciled in Canada. The registered address of the Company is 447 Portage Avenue, Winnipeg, Manitoba, Canada. The Company is controlled by Power Financial Corporation.

IGM Financial Inc. is a financial services company which serves the financial needs of Canadians through its principal subsidiaries, each operating distinctly within the advice segment of the financial services market. The Company's wholly-owned principal subsidiaries are Investors Group Inc. and Mackenzie Financial Corporation.

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The unaudited Interim Condensed Consolidated Financial Statements of the Company (Interim Financial Statements) have been prepared in accordance with International Accounting Standard 34, *Interim Financial Reporting*, using the accounting policies as set out in Note 2 to the Consolidated Financial Statements for the year ended December 31, 2014. The Interim Financial Statements should be read in conjunction with the Consolidated Financial Statements in the 2014 IGM Financial Inc. Annual Report.

### Future accounting changes

The Company continuously monitors the potential changes proposed by the International Accounting Standards Board (IASB) and analyzes the effect that changes in the standards may have on the Company's operations.

### *IFRS 9 Financial Instruments*

The IASB issued IFRS 9 which replaces IAS 39, the current standard for accounting for financial instruments. The standard was completed in three separate phases:

- Classification and measurement: This phase requires that financial assets be classified at either amortized cost or fair value on the basis of the entity's business model for managing the financial assets and the contractual cash flow characteristics of the financial assets.
- Impairment methodology: This phase replaces the current incurred loss model for impairment of financial assets with an expected loss model.
- Hedge accounting: This phase replaces the current rule-based hedge accounting requirements in IAS 39 with guidance that more closely aligns the accounting with an entity's risk management activities.

This standard is effective for annual periods beginning on or after January 1, 2018 and the impact of the standard is currently being assessed.

### *IFRS 15 Revenue from Contracts with Customers*

The IASB issued IFRS 15 which outlines a single comprehensive model for entities to use in accounting for revenue arising from contracts with customers. The model requires an entity to recognize revenue as the goods or services are transferred to the customer in an amount that reflects the expected consideration. This standard is effective for annual periods beginning on or after January 1, 2018 and the impact of the standard is currently being assessed.

### 3. LOANS

	CONTRACTUAL MATURITY			SEPTEMBER 30 2015 TOTAL	DECEMBER 31 2014 TOTAL
	I YEAR OR LESS	I - 5 YEARS	OVER 5 YEARS		
<b>Loans and receivables</b>					
Residential mortgages	\$ 1,210,528	\$ 5,610,803	\$ 4,210	\$ 6,825,541	\$ 6,653,428
Less: Collective allowance				673	762
				<b>6,824,868</b>	<b>6,652,666</b>
<b>Held for trading</b>				<b>457,359</b>	<b>366,227</b>
				<b>\$ 7,282,227</b>	<b>\$ 7,018,893</b>

The change in the collective allowance for credit losses is as follows:

Balance, beginning of period	\$ 762	\$ 728
Write-offs, net of recoveries	(71)	(236)
Provision for credit losses	(18)	270
Balance, end of period	\$ 673	\$ 762

Total impaired loans as at September 30, 2015 were \$2,143 (December 31, 2014 – \$2,056).

Total interest income on loans classified as loans and receivables was \$141.8 million (2014 – \$131.1 million).

Total interest expense on obligations to securitization entities, related to securitized loans, was \$101.5 million (2014 – \$95.4 million). Gains realized on the sale of residential mortgages totalled \$16.9 million (2014 – \$9.0 million). Fair value adjustments related to mortgage banking operations totalled \$1.0 million (2014 – \$1.7 million). These amounts were included in Net investment income and other. Net investment income and other also includes other mortgage banking related items including interest income on mortgages held for trading, portfolio insurance, issue costs, and other items.

### 4. SECURITIZATIONS

The Company securitizes residential mortgages through the Canada Mortgage and Housing Corporation (CMHC) sponsored National Housing Act Mortgage-Backed Securities (NHA MBS) Program and Canada Mortgage Bond (CMB) Program and through Canadian bank-sponsored asset-backed commercial paper (ABCP) programs. These transactions do not meet the requirements for derecognition as the Company retains prepayment risk and certain elements of credit risk. Accordingly, the Company has retained these mortgages on its balance sheets and has recorded an offsetting liability for the net proceeds received as Obligations to securitization entities which is carried at amortized cost.

The Company earns interest on the mortgages and pays interest on the obligations to securitization entities. As part of the CMB transactions, the Company enters into a swap transaction whereby the Company pays coupons on CMBs and receives investment returns on the NHA MBS and the reinvestment of repaid mortgage principal. A component of this swap, related to the obligation to pay CMB coupons and receive investment returns on repaid mortgage principal, is recorded as a derivative and had a negative fair value of \$50.5 million at September 30, 2015 (December 31, 2014 – negative \$26.3 million).

Under the NHA MBS and CMB Program, the Company has an obligation to make timely payments to security holders regardless of whether amounts are received from mortgagors. All mortgages securitized under the NHA MBS and CMB Program are insured by CMHC or another approved insurer under the program. As part of the ABCP transactions, the Company has provided cash reserves for credit enhancement which are carried at cost. Credit risk is limited to these cash reserves and future net interest income as the ABCP Trusts have no recourse to the Company's other assets for failure to make payments when due. Credit risk is further limited to the extent these mortgages are insured.

#### 4. SECURITIZATIONS *(continued)*

SEPTEMBER 30, 2015	SECURITIZED MORTGAGES	OBLIGATIONS TO SECURITIZATION ENTITIES	NET
Carrying value			
NHA MBS and CMB Program	\$ 4,495,423	\$ 4,583,483	\$ (88,060)
Bank sponsored ABCP	2,303,532	2,356,088	(52,556)
Total	\$ 6,798,955	\$ 6,939,571	\$ (140,616)
Fair value	\$ 7,049,692	\$ 7,164,092	\$ (114,400)
<hr/>			
DECEMBER 31, 2014			
Carrying value			
NHA MBS and CMB Program	\$ 4,611,253	\$ 4,691,792	\$ (80,539)
Bank sponsored ABCP	2,012,702	2,062,256	(49,554)
Total	\$ 6,623,955	\$ 6,754,048	\$ (130,093)
Fair value	\$ 6,819,531	\$ 6,858,924	\$ (39,393)

The carrying value of Obligations to securitization entities, which is recorded net of issue costs, includes principal payments received on securitized mortgages that are not due to be settled until after the reporting period. Issue costs are amortized over the life of the obligation on an effective interest rate basis.

#### 5. SHARE CAPITAL

##### Authorized

Unlimited number of:

- First preferred shares, issuable in series
- Second preferred shares, issuable in series
- Class 1 non-voting shares
- Common shares, no par value

##### Issued and outstanding

	SEPTEMBER 30, 2015		SEPTEMBER 30, 2014	
	SHARES	STATED VALUE	SHARES	STATED VALUE
Perpetual preferred shares – classified as equity:				
First preferred shares, Series B	6,000,000	\$ 150,000	6,000,000	\$ 150,000
Common shares:				
Balance, beginning of period	251,469,346	\$ 1,655,581	252,309,767	\$ 1,630,844
Issued under Stock Option Plan <i>(Note 7)</i>	329,520	14,688	684,471	32,384
Purchased for cancellation	(5,744,300)	(38,088)	(1,041,300)	(6,805)
Balance, end of period	246,054,566	\$ 1,632,181	251,952,938	\$ 1,656,423

## 5. SHARE CAPITAL *(continued)*

### Normal course issuer bid

In the third quarter of 2015, 1,423,800 shares (2014 – 416,300) were purchased at a cost of \$52.3 million (2014 – \$21.3 million). In the nine months ended September 30, 2015, 5,744,300 shares (2014 – 1,041,300) were purchased at a cost of \$242.2 million (2014 – \$54.5 million). The premium paid to purchase the shares in excess of the stated value was charged to Retained earnings.

The Company commenced a normal course issuer bid on March 20, 2015 which is effective until March 19, 2016. Pursuant to this bid, the Company may purchase up to 12.5 million or 5% of its common shares outstanding as at March 13, 2015. On April 14, 2014, the Company commenced a normal course issuer bid, effective until March 19, 2015, which authorized it to purchase up to 12.6 million or 5% of its common shares outstanding as at March 31, 2014.

In connection with its normal course issuer bid, the Company has established an automatic securities purchase plan for its common shares. The automatic securities purchase plan provides standard instructions regarding how the Company's common shares are to be purchased under its normal course issuer bid during certain pre-determined trading blackout periods. Outside of these pre-determined trading blackout periods, purchases under the Company's normal course issuer bid will be completed based upon management's discretion.

## 6. CAPITAL MANAGEMENT

The capital management policies, procedures and activities of the Company are discussed in the Capital Resources section of the Company's Management's Discussion and Analysis contained in the Third Quarter 2015 Report to Shareholders and in Note 17 to the Consolidated Financial Statements in the 2014 IGM Financial Inc. Annual Report and have not changed significantly since December 31, 2014.

## 7. SHARE-BASED PAYMENTS

### Stock option plan

	SEPTEMBER 30 2015	DECEMBER 31 2014
Common share options		
– Outstanding	7,542,160	6,940,248
– Exercisable	3,553,737	3,124,226

In the third quarter of 2015, the Company did not grant options to employees (2014 – nil). In the nine months ended September 30, 2015, the Company granted 1,295,770 options to employees (2014 – 1,024,685). The weighted average fair value of options granted during the nine months ended September 30, 2015 has been estimated at \$3.49 per option (2014 – \$6.59) using the Black-Scholes option pricing model. The weighted average closing share price at the grant dates was \$44.09. The assumptions used in these valuation models include:

	NINE MONTHS ENDED SEPTEMBER 30	
	2015	2014
Exercise price	\$ 43.97	\$ 53.81
Risk-free interest rate	1.04%	1.90%
Expected option life	6 years	6 years
Expected volatility	20.00%	21.00%
Expected dividend yield	5.12%	4.00%

Expected volatility has been estimated based on the historic volatility of the Company's share price over six years which is reflective of the expected option life. Options vest over a period of up to 7.5 years from the grant date and are exercisable no later than 10 years after the grant date. A portion of the outstanding options can only be exercised once certain performance targets are met.



## 8. ACCUMULATED OTHER COMPREHENSIVE INCOME (LOSS)

	EMPLOYEE BENEFITS	AVAILABLE FOR SALE SECURITIES	INVESTMENT IN AFFILIATE AND OTHER	TOTAL
<b>SEPTEMBER 30, 2015</b>				
Balance, beginning of period	\$ (123,510)	\$ 194	\$ 12,598	\$ (110,718)
Other comprehensive income (loss)	10,283	2,443	33,389	46,115
Balance, end of period	\$ (113,227)	\$ 2,637	\$ 45,987	\$ (64,603)
<b>SEPTEMBER 30, 2014</b>				
Balance, beginning of period	\$ (68,593)	\$ 420	\$ (14,786)	\$ (82,959)
Other comprehensive income (loss)	(34,276)	(99)	23,649	(10,726)
Balance, end of period	\$ (102,869)	\$ 321	\$ 8,863	\$ (93,685)

Amounts are recorded net of tax.

## 9. RISK MANAGEMENT

The risk management policies and procedures of the Company are discussed in the Financial Instruments Risk section of the Company's Management's Discussion and Analysis contained in the Third Quarter 2015 Report to Shareholders and in Note 20 to the Consolidated Financial Statements in the 2014 IGM Financial Inc. Annual Report and have not changed significantly since December 31, 2014.

## 10. FAIR VALUE OF FINANCIAL INSTRUMENTS

Fair values are management's estimates and are generally calculated using market conditions at a specific point in time and may not reflect future fair values. The calculations are subjective in nature, involve uncertainties and are matters of significant judgment.

All financial instruments measured at fair value and those for which fair value is disclosed are classified into one of three levels that distinguish fair value measurements by the significance of the inputs used for valuation.

Fair value is determined based on the price that would be received for an asset or paid to transfer a liability in the most advantageous market, utilizing a hierarchy of three different valuation techniques, based on the lowest level input that is significant to the fair value measurement in its entirety.

Level 1 – Unadjusted quoted prices in active markets for identical assets or liabilities;

Level 2 – Observable inputs other than Level 1 quoted prices for similar assets or liabilities in active markets; quoted prices for identical or similar assets or liabilities in markets that are not active; or inputs other than quoted prices that are observable or corroborated by observable market data; and

Level 3 – Unobservable inputs that are supported by little or no market activity. Valuation techniques are primarily model-based.

Markets are considered inactive when transactions are not occurring with sufficient regularity. Inactive markets may be characterized by a significant decline in the volume and level of observed trading activity or through large or erratic bid/offer spreads. In those instances where traded markets are not considered sufficiently active, fair value is measured using valuation models which may utilize predominantly observable market inputs (Level 2) or may utilize predominantly non-observable market inputs (Level 3). Management considers all reasonably available information including indicative broker quotations, any available pricing for similar instruments, recent arm's length market transactions, any relevant observable market inputs, and internal model-based estimates. Management exercises judgment in determining the most appropriate inputs and the weighting ascribed to each input as well as in the selection of valuation methodologies.

## 10. FAIR VALUE OF FINANCIAL INSTRUMENTS *(continued)*

Fair value is determined using the following methods and assumptions:

Securities and other financial assets and financial liabilities are valued using quoted prices from active markets, when available. When a quoted market price is not readily available, valuation techniques are used that require assumptions related to discount rates and the timing and amount of future cash flows. Wherever possible, observable market inputs are used in the valuation techniques.

Loans classified as Level 2 are valued using market interest rates for loans with similar credit risk and maturity.

Loans classified as Level 3 are valued by discounting the expected future cash flows at prevailing market yields.

Obligations to securitization entities are valued by discounting the expected future cash flows at prevailing market yields for securities issued by these securitization entities having similar terms and characteristics.

Deposits and certificates are valued by discounting the contractual cash flows using market interest rates currently offered for deposits with similar terms and credit risks.

Long-term debt is valued using quoted prices for each debenture available in the market.

Derivative financial instruments are valued based on quoted market prices, where available, prevailing market rates for instruments with similar characteristics and maturities, or discounted cash flow analysis.

Level 1 financial instruments include exchange-traded equity securities and open-end investment fund units and other financial liabilities in instances where there are quoted prices available from active markets.

Level 2 assets and liabilities include fixed income securities, loans, derivative financial instruments, deposits and certificates and long-term debt. The fair value of fixed income securities is determined using quoted market prices or independent dealer price quotes. The fair value of derivative financial instruments and deposits and certificates are determined using valuation models, discounted cash flow methodologies, or similar techniques using primarily observable market inputs. The fair value of long-term debt is determined using indicative broker quotes.

Level 3 assets and liabilities include securities with little or no trading activity valued using broker-dealer quotes, loans, other financial assets, obligations to securitization entities and derivative financial instruments. Derivative financial instruments consist of principal reinvestment account swaps which represent the component of a swap entered into under the CMB Program whereby the Company pays coupons on Canada Mortgage Bonds and receives investment returns on the reinvestment of repaid mortgage principal. Fair value is determined by discounting the projected cashflows of the swaps. The notional amount, which is an input used to determine the fair value of the swap, is determined using an average unobservable prepayment rate of 15% which is based on historical prepayment patterns. An increase (decrease) in the assumed mortgage prepayment rate increases (decreases) the notional amount of the swap.

The following table presents the carrying amounts and fair values of financial assets and financial liabilities, including their levels in the fair value hierarchy. The table distinguishes between those financial instruments recorded at fair value and those recorded at amortized cost. The table also excludes fair value information for financial assets and financial liabilities not measured at fair value if the carrying amount is a reasonable approximation of fair value. These items include cash and cash equivalents, accounts and other receivables, certain other financial assets, accounts payable and accrued liabilities, and certain other financial liabilities.

## 10. FAIR VALUE OF FINANCIAL INSTRUMENTS *(continued)*

	CARRYING VALUE	FAIR VALUE			TOTAL
		LEVEL 1	LEVEL 2	LEVEL 3	
<b>SEPTEMBER 30, 2015</b>					
<b>Financial assets recorded at fair value</b>					
Securities					
– Available for sale	\$ 6,244	\$ 6,244	\$ –	\$ –	\$ 6,244
– Held for trading	69,850	67,056	1,483	1,311	69,850
Loans					
– Held for trading	457,359	–	457,359	–	457,359
Derivative financial instruments	64,053	–	63,853	200	64,053
Other financial assets	9,273	–	–	9,273	9,273
<b>Financial assets recorded at amortized cost</b>					
Loans					
– Loans and receivables	6,824,868	–	26,818	7,049,692	7,076,510
<b>Financial liabilities recorded at fair value</b>					
Derivative financial instruments	64,526	–	13,849	50,677	64,526
Other financial liabilities	6,227	6,227	–	–	6,227
<b>Financial liabilities recorded at amortized cost</b>					
Deposits and certificates	269,148	–	270,531	–	270,531
Obligations to securitization entities	6,939,571	–	–	7,164,092	7,164,092
Long-term debt	1,325,000	–	1,667,822	–	1,667,822
<b>DECEMBER 31, 2014</b>					
<b>Financial assets recorded at fair value</b>					
Securities					
– Available for sale	\$ 10,220	\$ 10,220	\$ –	\$ –	\$ 10,220
– Held for trading	79,325	76,953	769	1,603	79,325
Loans					
– Held for trading	366,227	–	366,227	–	366,227
Derivative financial instruments	39,449	–	39,449	–	39,449
<b>Financial assets recorded at amortized cost</b>					
Loans					
– Loans and receivables	6,652,666	–	29,749	6,819,531	6,849,280
<b>Financial liabilities recorded at fair value</b>					
Derivative financial instruments	29,788	–	3,461	26,327	29,788
Other financial liabilities	6,585	6,585	–	–	6,585
<b>Financial liabilities recorded at amortized cost</b>					
Deposits and certificates	223,328	–	225,266	–	225,266
Obligations to securitization entities	6,754,048	–	–	6,858,924	6,858,924
Long-term debt	1,325,000	–	1,681,954	–	1,681,954

There were no significant transfers between Level 1 and Level 2 in 2015 and 2014.

## 10. FAIR VALUE OF FINANCIAL INSTRUMENTS *(continued)*

The following table provides a summary of changes in Level 3 assets and liabilities measured at fair value on a recurring basis.

	BALANCE JANUARY 1	GAINS/ (LOSSES) INCLUDED IN NET EARNINGS <sup>(1)</sup>	GAINS/(LOSSES) INCLUDED IN OTHER COMPREHENSIVE INCOME <sup>(2)</sup>	PURCHASES AND ISSUANCES	SETTLEMENTS	TRANSFERS IN/OUT	BALANCE SEPTEMBER 30
<b>SEPTEMBER 30, 2015</b>							
<b>Assets</b>							
Securities							
– Held for trading	\$ 1,603	\$ 44	\$ –	\$ 69	\$ –	\$ (405)	\$ 1,311
Other financial assets <sup>(3)</sup>	–	–	3,562	–	–	5,711	9,273
<b>Liabilities</b>							
Derivative financial instruments, net	26,327	(32,843)	–	(741)	7,952	–	50,477
<b>SEPTEMBER 30, 2014</b>							
<b>Assets</b>							
Securities							
– Held for trading	\$ 1,446	\$ 1,036	\$ –	\$ 138	\$ 48	\$ –	\$ 2,572
<b>Liabilities</b>							
Derivative financial instruments, net	16,163	(16,508)	–	(1,932)	11,781	–	18,958

(1) Included in Net investment income in the Consolidated Statements of Earnings.

(2) Included in Available for sale securities – Net unrealized gains (losses) in the Consolidated Statements of Comprehensive Income.

(3) Other financial assets previously recorded at cost were re-measured at fair value using recent market transactions.

## 11. EARNINGS PER COMMON SHARE

	THREE MONTHS ENDED SEPTEMBER 30		NINE MONTHS ENDED SEPTEMBER 30	
	2015	2014	2015	2014
<b>Earnings</b>				
Net earnings	\$ 201,239	\$ 221,871	\$ 604,472	\$ 610,995
Perpetual preferred share dividends	2,213	2,213	6,638	6,638
Net earnings available to common shareholders	\$ 199,026	\$ 219,658	\$ 597,834	\$ 604,357
<b>Number of common shares <i>(in thousands)</i></b>				
Average number of common shares outstanding	246,953	252,089	249,025	252,247
Add: Potential exercise of outstanding stock options	106	699	144	832
Average number of common shares outstanding – diluted basis	247,059	252,788	249,169	253,079
<b>Earnings per common share <i>(in dollars)</i></b>				
– Basic	\$ 0.81	\$ 0.87	\$ 2.40	\$ 2.40
– Diluted	\$ 0.81	\$ 0.87	\$ 2.40	\$ 2.39

## 12. SEGMENTED INFORMATION

The Company's reportable segments are:

- Investors Group
- Mackenzie
- Corporate and Other

These segments reflect the current organizational structure and internal financial reporting. Management measures and evaluates the performance of these segments based on earnings before interest and taxes.

Investors Group earns fee-based revenues in the conduct of its core business activities which are primarily related to the distribution, management and administration of its investment funds. It also earns fee revenues from the provision of brokerage services and the distribution of insurance and banking products. In addition, Investors Group earns intermediary revenues primarily from mortgage banking and servicing activities and from the assets funded by deposit and certificate products.

Mackenzie earns fee-based revenues from services it provides as fund manager to its investment funds and as investment advisor to sub-advisory and institutional accounts.

Corporate and Other includes Investment Planning Counsel, equity income from its investment in Great-West Lifeco Inc. (Lifeco), net investment income on unallocated investments, other income, and also includes consolidation elimination entries.

	2015			
Three months ended September 30	INVESTORS GROUP	MACKENZIE	CORPORATE AND OTHER	TOTAL
<b>Revenues</b>				
Management fees	\$ 319,313	\$ 173,755	\$ 15,463	\$ 508,531
Administration fees	76,140	24,307	4,148	104,595
Distribution fees	46,970	2,490	43,235	92,695
Net investment income and other	16,800	682	28,425	45,907
	459,223	201,234	91,271	751,728
<b>Expenses</b>				
Commission	144,932	75,231	42,995	263,158
Non-commission	123,660	71,522	13,289	208,471
	268,592	146,753	56,284	471,629
Earnings before undernoted	\$ 190,631	\$ 54,481	\$ 34,987	280,099
Interest expense				(23,200)
Earnings before income taxes				256,899
Income taxes				55,660
Net earnings				201,239
Perpetual preferred share dividends				2,213
Net earnings available to common shareholders				\$ 199,026

## 12. SEGMENTED INFORMATION *(continued)*

	2014			
Three months ended September 30	INVESTORS GROUP	MACKENZIE	CORPORATE AND OTHER	TOTAL
<b>Revenues</b>				
Management fees	\$ 321,169	\$ 181,275	\$ 14,619	\$ 517,063
Administration fees	71,943	26,703	3,351	101,997
Distribution fees	41,516	2,658	40,794	84,968
Net investment income and other	16,463	1,456	28,215	46,134
	451,091	212,092	86,979	750,162
<b>Expenses</b>				
Commission	134,054	75,405	40,374	249,833
Non-commission	109,931	67,452	13,419	190,802
	243,985	142,857	53,793	440,635
Earnings before undernoted	\$ 207,106	\$ 69,235	\$ 33,186	309,527
Interest expense				(23,200)
Earnings before income taxes				286,327
Income taxes				64,456
Net earnings				221,871
Perpetual preferred share dividends				2,213
Net earnings available to common shareholders				\$ 219,658



## 12. SEGMENTED INFORMATION *(continued)*

	2015			
Nine months ended September 30	INVESTORS GROUP	MACKENZIE	CORPORATE AND OTHER	TOTAL
<b>Revenues</b>				
Management fees	\$ 959,050	\$ 530,357	\$ 45,514	\$ 1,534,921
Administration fees	226,395	74,694	11,737	312,826
Distribution fees	142,668	8,241	131,605	282,514
Net investment income and other	52,549	4,902	88,108	145,559
	<b>1,380,662</b>	<b>618,194</b>	<b>276,964</b>	<b>2,275,820</b>
<b>Expenses</b>				
Commission	437,361	230,539	129,812	797,712
Non-commission	372,090	222,247	43,609	637,946
	<b>809,451</b>	<b>452,786</b>	<b>173,421</b>	<b>1,435,658</b>
Earnings before undernoted	<b>\$ 571,211</b>	<b>\$ 165,408</b>	<b>\$ 103,543</b>	<b>840,162</b>
Interest expense				(68,914)
Earnings before income taxes				771,248
Income taxes				166,776
Net earnings				604,472
Perpetual preferred share dividends				6,638
Net earnings available to common shareholders				<b>\$ 597,834</b>
<b>Identifiable assets</b>				
Goodwill	\$ 8,590,870	\$ 1,322,106	\$ 2,018,948	\$11,931,924
	1,347,781	1,168,580	143,495	2,659,856
Total assets	<b>\$ 9,938,651</b>	<b>\$ 2,490,686</b>	<b>\$ 2,162,443</b>	<b>\$14,591,780</b>

## 12. SEGMENTED INFORMATION *(continued)*

2014				
Nine months ended September 30	INVESTORS GROUP	MACKENZIE	CORPORATE AND OTHER	TOTAL
<b>Revenues</b>				
Management fees	\$ 933,872	\$ 530,831	\$ 42,013	\$ 1,506,716
Administration fees	207,311	79,328	9,890	296,529
Distribution fees	134,225	8,632	120,635	263,492
Net investment income and other	35,619	3,165	81,274	120,058
	1,311,027	621,956	253,812	2,186,795
<b>Expenses</b>				
Commission	397,376	223,997	117,328	738,701
Non-commission	333,383	205,111	42,493	580,987
	730,759	429,108	159,821	1,319,688
Earnings before undernoted	\$ 580,268	\$ 192,848	\$ 93,991	867,107
Interest expense				(68,913)
Restructuring and other charges				(18,316)
Earnings before income taxes				779,878
Income taxes				168,883
Net earnings				610,995
Perpetual preferred share dividends				6,638
Net earnings available to common shareholders				\$ 604,357
<b>Identifiable assets</b>				
Identifiable assets	\$ 8,046,334	\$ 1,336,781	\$ 1,960,674	\$ 11,343,789
Goodwill	1,347,781	1,168,580	140,178	2,656,539
Total assets	\$ 9,394,115	\$ 2,505,361	\$ 2,100,852	\$ 14,000,328

# Shareholder Information

## Head Office

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Fax: 204 947 1659

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Deloitte LLP

## Transfer Agent and Registrar

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Company of Canada  
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service@computershare.com

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Toronto, Ontario M5J 2Y1

510 Burrard Street, 2<sup>nd</sup> Floor  
Vancouver, British Columbia V6C 3B9

## Stock Exchange Listing

### Toronto Stock Exchange

Shares of IGM Financial Inc. are listed on the Toronto Stock Exchange under the following listings:  
Common Shares: IGM  
First Preferred Shares, Series B: IGM.PR.B

## Shareholder Information

For additional financial information about the Company, please contact:

### Investor Relations

investor.relations@igmfinancial.com

For copies of the annual or quarterly reports, please contact the Corporate Secretary's office at 204 956 8328 or visit our website at [www.igmfinancial.com](http://www.igmfinancial.com)

Si vous préférez recevoir ce rapport en français, veuillez vous adresser au Secrétaire de Société financière IGM Inc., 447 Portage Avenue, Winnipeg (Manitoba) R3B 3H5

## Normal Course Issuer Bid

The Company has renewed its Normal Course Issuer Bid through the facilities of the Toronto Stock Exchange from March 20, 2015 to March 19, 2016. During the course of the Bid, the Company intends to purchase for cancellation up to but not more than 12,548,895 of its common shares, representing approximately 5% of its outstanding common shares. Shareholders may obtain a copy of the Bid, without charge, by contacting the Corporate Secretary's Department at the Company's Head Office.

## Websites

Visit our websites at  
[www.igmfinancial.com](http://www.igmfinancial.com)  
[www.investorsgroup.com](http://www.investorsgroup.com)  
[www.mackenzieinvestments.com](http://www.mackenzieinvestments.com)  
[www.ipcc.ca](http://www.ipcc.ca)

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