

QUARTERLY REVIEW

CONSOLIDATED STATEMENTS OF EARNINGS

FOR THE YEARS ENDED DECEMBER 31

	2016				2015			
(\$ thousands, except per share amounts)	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Revenues								
Management	\$ 525,651	\$ 518,308	\$ 497,386	\$ 483,836	\$ 501,313	\$ 508,531	\$ 517,279	\$ 509,111
Administration	109,009	107,931	104,328	100,350	104,737	104,595	105,995	102,236
Distribution	117,777	101,048	96,342	94,968	97,044	92,695	95,286	94,533
Net investment income and other	22,223	23,114	22,409	15,877	19,853	19,545	15,161	29,081
Proportionate share of affiliate's earnings	26,493	26,049	23,876	27,808	29,178	26,362	29,508	25,902
	801,153	776,450	744,341	722,839	752,125	751,728	763,229	760,863
Expenses								
Commission	288,203	273,202	267,128	261,515	264,357	263,158	267,687	266,867
Non-commission	231,115	224,880	231,740	227,867	245,023	208,471	215,853	213,622
Interest	23,205	23,165	22,913	22,913	23,201	23,200	22,964	22,750
	542,523	521,247	521,781	512,295	532,581	494,829	506,504	503,239
Earnings before income taxes	258,630	255,203	222,560	210,544	219,544	256,899	256,725	257,624
Income taxes	23,419	55,389	47,457	41,368	43,474	55,660	56,051	55,065
Net earnings	235,211	199,814	175,103	169,176	176,070	201,239	200,674	202,559
Perpetual preferred share dividends	2,212	2,213	2,212	2,213	2,212	2,213	2,212	2,213
Net earnings available to common shareholders	\$ 232,999	\$ 197,601	\$ 172,891	\$ 166,963	\$ 173,858	\$ 199,026	\$ 198,462	\$ 200,346
Reconciliation of Non-IFRS Financial Measures⁽¹⁾								
Operating earnings available to common shareholders – non – IFRS measure	\$ 198,999	\$ 197,601	\$ 172,891	\$ 166,963	\$ 198,167	\$ 199,026	\$ 198,462	\$ 200,346
Reduction in income tax estimates related to certain tax filings	34,000	–	–	–	–	–	–	–
Restructuring and other charges, net of tax	–	–	–	–	(24,309)	–	–	–
Net earnings available to common shareholders – IFRS	\$ 232,999	\$ 197,601	\$ 172,891	\$ 166,963	\$ 173,858	\$ 199,026	\$ 198,462	\$ 200,346
Diluted earnings per share^(c)								
Net earnings	97	82	72	69	71	81	80	80
Operating earnings ⁽¹⁾	83	82	72	69	81	81	80	80
Dividends per share^(c)	56.25	56.25	56.25	56.25	56.25	56.25	56.25	56.25

STATISTICAL DATA (\$ millions)

Mutual funds

Investors Group								
Sales	\$ 2,089	\$ 1,626	\$ 1,778	\$ 2,267	\$ 1,821	\$ 1,810	\$ 1,894	\$ 2,365
Redemption rate (%) – total	9.6	9.7	9.6	9.5	9.4	9.3	9.3	9.2
– long-term funds	8.8	8.9	8.8	8.7	8.7	8.4	8.5	8.5
Net sales (redemptions)	261	(194)	(168)	467	–	139	27	588
Assets under management	81,240	78,892	76,203	75,223	74,897	73,532	75,844	76,497
Mackenzie								
Sales	1,953	1,651	1,494	1,841	1,652	1,485	1,855	1,973
Redemption rate (%) – total	15.6	16.0	15.9	16.8	16.6	16.5	16.3	14.9
– long-term funds	15.0	15.4	15.4	16.4	16.2	16.0	15.9	14.4
Net sales (redemptions)	(24)	(70)	(375)	(198)	(427)	(180)	(545)	(106)
Assets under management	51,314	50,252	48,210	47,627	48,445	47,420	49,853	50,944
Investment Planning Counsel								
Sales	207	177	213	262	203	185	157	196
Redemption rate (%) – total	16.0	15.8	15.8	14.9	13.8	13.4	13.1	12.9
– long-term funds	15.7	15.5	15.6	14.7	13.6	13.1	12.8	12.6
Net sales (redemptions)	24	35	31	79	42	54	21	60
Assets under management	4,501	4,485	4,316	4,229	4,178	4,005	4,053	4,126
Combined mutual fund assets under management⁽²⁾								
	137,053	133,626	128,725	127,076	127,517	124,899	129,691	131,509
Total assets under management⁽²⁾	141,829	139,867	134,681	132,913	133,648	130,923	135,971	148,388
Corporate assets	15,625	15,177	15,113	14,792	14,831	14,592	14,491	14,415
Consultants – Investors Group	4,947	5,380	5,366	5,321	5,320	5,221	5,176	5,156

(1) Refer to page 17 of the MD&A for an explanation of the Company's use of non-IFRS financial measures.

(2) Adjusted for inter-segment assets.