

# IGM FINANCIAL

## Supplemental Information

Second Quarter 2017  
(unaudited)



# NOTES TO USERS

## Cautionary Note on Financial Information

- The financial information in this document is not audited and should be read in conjunction with both the Interim Condensed Consolidated Financial Statements and Management's Discussion and Analysis (MD&A) for the three and six months ended June 30, 2017 as well as the IGM Financial Inc. 2016 Annual Report, all of which are available on the Company's website at [www.igmfinancial.com](http://www.igmfinancial.com).

## Non-IFRS Financial Measures and Additional IFRS Measures

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

## OTHER ITEMS

- Other items for the three month period ending June 30, 2017 consisted of :
  - Favourable revaluation of the Company's registered pension plan obligation of \$50.4 million (\$36.8 million after-tax), reflecting a new policy related to the granting of benefit increases at the Company's discretion.
  - Restructuring and other charges including severance and termination costs largely associated with the reduction of our region office footprint of \$23.0 million (\$16.8 million after-tax).
  - An after-tax charge of \$5.1 million representing the Company's proportionate share in Great -West Lifeco Inc.'s restructuring provision.
- Other items for the three month period ending December 31, 2016 consisted of a favourable change in income tax provision estimates related to certain tax filings of \$34.0 million.
- Other items for the three month period ending December 31, 2015 consisted of an after-tax charge of \$24.3 million related to restructuring and other charges. This amount primarily reflects severance and payments to third parties related to exiting certain investment management activities and third party back office relationships. The largest components of these activities relate to:
  - Mackenzie - closing the investment management office in Singapore as well as implementing other personnel changes, in order to redeploy resources towards other corporate priorities, which management believes will provide greater benefits to Mackenzie over time.
  - Investors Group - introducing a new in-house dealer platform for nominee accounts and exiting its current relationship with its third party carrying broker. This new platform will enhance the service experience to Consultants and clients and is intended to achieve efficiencies over the long term.

# CONSOLIDATED STATEMENTS OF EARNINGS

All figures 000's, unless otherwise noted

	Year Quarter	2015 2	2015 3	2015 4	2016 1	2016 2	2016 3	2016 4	2017 1	2017 2
<b>Consolidated statements of earnings</b>										
Revenues										
Management fees		517,279	508,531	504,060	483,836	497,386	518,308	525,651	527,701	547,002
Administration fees		105,995	104,595	104,737	100,350	104,328	107,931	109,009	108,964	111,238
Distribution fees		95,286	92,695	97,044	94,968	96,342	101,048	117,777	105,260	94,775
Net investment income and other		15,161	19,545	20,453	15,877	22,409	23,114	22,223	19,757	25,465
Proportionate share of affiliate's earnings		29,508	26,362	29,178	27,808	23,876	26,049	26,493	28,019	24,856
		763,229	751,728	755,472	722,839	744,341	776,450	801,153	789,701	803,336
Expenses										
Commission		267,687	263,158	264,357	261,515	267,128	273,202	288,203	289,307	284,448
Non-commission		215,853	208,471	214,455	227,867	231,740	224,880	231,115	246,901	246,516
		483,540	471,629	478,812	489,382	498,868	498,082	519,318	536,208	530,964
Adjusted earnings before interest and taxes		279,689	280,099	276,660	233,457	245,473	278,368	281,835	253,493	272,372
Interest		22,964	23,200	23,201	22,913	22,913	23,165	23,205	26,787	28,703
Adjusted earnings before income taxes		256,725	256,899	253,459	210,544	222,560	255,203	258,630	226,706	243,669
Income taxes		56,051	55,660	53,080	41,368	47,457	55,389	57,419	47,374	55,553
Adjusted net earnings		200,674	201,239	200,379	169,176	175,103	199,814	201,211	179,332	188,116
Perpetual preferred share dividends		(2,212)	(2,213)	(2,212)	(2,213)	(2,212)	(2,213)	(2,212)	(2,213)	(2,212)
Adjusted net earnings available to common shareholders		198,462	199,026	198,167	166,963	172,891	197,601	198,999	177,119	185,904
Other items <sup>(1)</sup>		-	-	(24,309)	-	-	-	34,000	-	14,899
Net earnings available to common shareholders		198,462	199,026	173,858	166,963	172,891	197,601	232,999	177,119	200,803
Average number of common shares										
Basic		248,957	246,953	245,638	243,127	241,071	240,498	240,511	240,542	240,587
Diluted		249,128	247,059	245,739	243,211	241,221	240,589	240,634	240,817	240,840
Adjusted net earnings per share (in cents)										
Basic		80	81	81	69	72	82	83	74	77
Diluted		80	81	81	69	72	82	83	74	77
Net earnings per share (in cents)										
Basic		80	81	71	69	72	82	97	74	83
Diluted		80	81	71	69	72	82	97	74	83
Dividends per share (in cents)										
		56.25	56.25	56.25	56.25	56.25	56.25	56.25	56.25	56.25

# CONSOLIDATED EBIT AND EBITDA

All figures 000's

	Year Quarter	2015 2	2015 3	2015 4	2016 1	2016 2	2016 3	2016 4	2017 1	2017 2
<b>Adjusted earnings before interest and taxes</b>										
Investors Group		189,892	190,631	189,464	163,074	174,132	198,353	200,648	178,758	193,915
Mackenzie		54,005	54,481	50,872	36,454	40,205	45,954	48,832	41,469	43,464
Corporate and other		35,792	34,987	36,324	33,929	31,136	34,061	32,355	33,266	34,993
		279,689	280,099	276,660	233,457	245,473	278,368	281,835	253,493	272,372
<b>Adjusted earnings before interest, taxes, depreciation and amortization (Adjusted EBITDA)</b>										
Adjusted earnings before income taxes		256,725	256,899	253,459	210,544	222,560	255,203	258,630	226,706	243,669
Interest expense										
Long-term debt		22,964	23,200	23,201	22,913	22,913	23,165	23,205	26,787	28,703
Commission amortization		57,885	57,673	58,579	59,791	58,996	58,654	58,346	58,893	57,417
Amortization of capital and intangible assets and other		11,877	10,170	11,092	10,939	11,494	11,593	11,838	12,224	15,518
Adjusted EBITDA		349,451	347,942	346,331	304,187	315,963	348,615	352,019	324,610	345,307

# CONSOLIDATED OPERATING METRICS

All figures millions

	Year Quarter	2015 2	2015 3	2015 4	2016 1	2016 2	2016 3	2016 4	2017 1	2017 2
<b>Consolidated operating metrics</b>										
Total assets under management										
Mutual funds		129,691	124,899	127,517	127,076	128,726	133,626	137,055	141,487	142,515
ETFs						45	71	113	234	622
Total investment funds <sup>(1)</sup>		129,691	124,899	127,517	127,076	128,771	133,697	137,168	141,652	142,855
Institutional		6,768	6,460	6,607	6,278	6,344	6,650	5,113	5,408	5,346
		136,460	131,359	134,124	133,354	135,115	140,347	142,281	147,060	148,201
Average total assets under management										
Mutual funds		131,396	128,577	127,820	124,399	127,884	132,181	134,707	139,511	143,641
ETFs						28	53	88	192	441
Total investment funds <sup>(1)</sup>		131,396	128,577	127,820	124,399	127,912	132,234	134,795	139,642	143,872
Institutional		14,776	6,649	6,624	6,425	6,055	6,568	5,878	5,234	5,403
		146,172	135,226	134,444	130,824	133,967	138,802	140,673	144,876	149,275
Mutual fund gross sales		3,903	3,472	3,662	4,370	3,485	3,454	4,252	6,010	4,730
Net sales										
Mutual funds		(497)	9	(330)	348	(511)	(230)	266	983	860
ETFs						44	25	43	114	389
Total investment funds <sup>(1)</sup>		(497)	9	(330)	348	(467)	(205)	309	1,046	1,038
Institutional		(10,311)	(101)	3	(282)	(34)	99	(1,611)	119	(86)
		(10,808)	(92)	(327)	66	(501)	(106)	(1,302)	1,165	952
Client assets under administration										
Assets under management		136,460	131,359	134,124	133,354	135,115	140,347	142,281	147,060	148,201
Third party and other assets at Investors Group and IPC		20,324	20,138	20,466	20,458	20,863	21,621	22,063	22,290	22,299
		156,784	151,497	154,590	153,812	155,978	161,968	164,344	169,350	170,500

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

During the second quarter of 2015, MD Financial Management re-assigned sub-advisory responsibilities on four fixed income mandates (totaling \$10.3 billion) advised by Mackenzie.

1. Investment fund net sales and assets under management exclude Mackenzie mutual fund investments in ETFs.

# CONSOLIDATED BALANCE SHEETS

All figures 000's

	Year Quarter	2015 2	2015 3	2015 4	2016 1	2016 2	2016 3	2016 4	2017 1	2017 2
<b>Consolidated balance sheets</b>										
Assets										
Cash and cash equivalents		902,808	933,409	983,005	607,084	657,634	657,066	611,032	1,202,873	1,069,342
Securities										
Available for sale										
Corporate Investments		9,273	9,273	9,273	9,273	73,864	74,853	151,949	153,331	204,345
Proprietary investment funds		13,295	6,244	6,092	8,632	15,588	9,607	6,431	16,897	26,357
		22,568	15,517	15,365	17,905	89,452	84,460	158,380	170,228	230,702
Held for trading										
Equity securities		11,576	10,443	10,462	11,280	14,846	14,542	17,695	15,276	13,905
Proprietary investment funds		80,990	59,407	34,208	45,010	62,449	75,733	49,109	38,632	37,454
		92,566	69,850	44,670	56,290	77,295	90,275	66,804	53,908	51,359
Total securities		115,134	85,367	60,035	74,195	166,747	174,735	225,184	224,136	282,061
Client funds on deposit		248,507	251,511	291,749	282,628	275,464	275,866	455,474	431,532	420,412
Accounts and other receivables		288,993	272,558	272,922	319,975	286,078	285,458	287,071	262,967	395,484
Income taxes recoverable		16,693	8,082	10,243	32,818	24,409	10,362	13,627	27,232	22,391
Loans										
Held for trading (mortgage banking operations)		553,904	457,359	384,217	577,935	413,224	466,195	339,466	270,474	460,096
Loans and receivables under securitizations		6,615,731	6,798,955	6,981,264	6,970,632	7,371,306	7,399,338	7,615,290	7,586,045	7,304,487
Other		26,994	25,913	26,967	28,286	28,762	29,546	28,513	29,782	29,726
		7,196,629	7,282,227	7,392,448	7,576,853	7,813,292	7,895,079	7,983,269	7,886,301	7,794,309
Derivative financial instruments		60,980	64,053	58,364	66,365	58,777	53,956	42,821	46,946	41,089
Other assets		47,970	47,229	45,653	46,524	51,882	56,885	240,509	265,793	254,644
Investment in affiliate										
Carrying value		837,960	861,161	904,257	930,465	897,915	885,942	888,851	911,343	914,195
Fair value		1,444,851	1,270,404	1,371,337	1,417,035	1,352,661	1,283,120	1,397,564	1,464,323	1,396,372
Capital assets		123,539	124,887	140,356	148,313	158,592	158,902	161,337	161,529	159,277
Deferred selling commissions										
Investors Group		574,116	574,904	573,867	591,513	590,220	584,337	595,115	621,122	634,816
Mackenzie		150,670	145,644	141,471	138,515	133,197	127,437	122,459	119,719	116,023
Corporate and other		13,592	12,969	12,189	11,543	10,756	9,858	9,034	8,257	7,433
		738,378	733,517	727,527	741,571	734,173	721,632	726,608	749,098	758,272
Deferred income taxes		65,684	65,832	64,946	71,792	81,358	83,692	61,454	64,539	59,208
Intangible assets		1,187,348	1,202,091	1,219,720	1,232,803	1,246,476	1,257,141	1,267,789	1,271,569	1,272,486
Goodwill		2,660,267	2,660,267	2,660,267	2,660,267	2,660,267	2,660,267	2,660,267	2,660,267	2,660,267
		14,490,890	14,592,191	14,831,492	14,791,653	15,113,064	15,176,983	15,625,293	16,166,125	16,103,437
Liabilities										
Accounts payable and accrued liabilities		373,913	368,989	386,727	350,009	403,176	391,766	431,049	367,017	403,751
Income taxes payable		20,314	33,837	53,267	26,721	29,743	37,545	3,393	2,249	8,129
Derivative financial instruments		59,583	64,526	57,836	58,425	61,043	53,942	38,163	30,515	25,776
Deposits and certificates		266,384	269,148	310,074	300,915	293,941	295,070	471,202	451,295	439,304
Other liabilities		511,288	439,812	449,018	485,925	499,885	529,301	447,943	474,278	460,814
Obligations to securitization entities		6,798,617	6,939,571	7,092,414	7,154,921	7,497,305	7,513,632	7,721,024	7,650,464	7,535,496
Deferred income taxes		444,615	444,730	430,451	442,567	435,922	433,983	440,759	461,111	457,659
Long-term debt		1,325,000	1,325,000	1,325,000	1,325,000	1,325,000	1,325,000	1,325,000	1,925,000	1,925,000
		9,799,714	9,885,613	10,104,787	10,144,483	10,546,015	10,580,239	10,878,533	11,361,929	11,255,929
Shareholders' equity										
Perpetual preferred shares		150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
Common shares		1,641,626	1,632,181	1,623,948	1,604,508	1,596,589	1,596,655	1,597,208	1,599,169	1,599,282
Contributed surplus		33,430	34,516	35,569	36,573	37,938	38,637	39,552	40,354	41,266
Retained earnings		2,938,262	2,954,484	2,949,182	2,896,182	2,887,894	2,950,146	3,042,442	3,084,152	3,147,489
Accumulated other comprehensive income (loss)		(72,142)	(64,603)	(31,994)	(40,093)	(105,372)	(138,694)	(82,442)	(69,479)	(90,529)
		4,691,176	4,706,578	4,726,705	4,647,170	4,567,049	4,596,744	4,746,760	4,804,196	4,847,508
		14,490,890	14,592,191	14,831,492	14,791,653	15,113,064	15,176,983	15,625,293	16,166,125	16,103,437

# CONSOLIDATED CASH FLOWS

All figures 000's

	Year Quarter	2015 2	2015 3	2015 4	2016 1	2016 2	2016 3	2016 4	2017 1	2017 2
<b>Consolidated statements of cash flows</b>										
Operating activities										
Earnings before income taxes		256,725	256,899	219,544	210,544	222,560	255,203	258,630	226,706	266,012
Income taxes paid		(46,696)	(32,144)	(40,471)	(77,914)	(47,644)	(34,042)	(53,404)	(43,770)	(46,194)
Adjustments to determine net cash from operating activities										
Deferred selling commission amortization		57,885	57,673	58,579	59,791	58,996	58,654	58,346	58,893	57,417
Amortization of capital and intangible assets		9,716	9,984	10,163	10,526	10,731	11,046	10,703	11,630	14,892
Changes in operating assets and liabilities and other		(47,673)	(66,947)	10,707	(98,648)	51,053	(13,158)	19,544	(55,405)	(121,974)
		229,957	225,465	258,522	104,299	295,696	277,703	293,819	198,054	170,153
Deferred selling commissions paid		(59,757)	(52,812)	(52,589)	(73,835)	(51,598)	(46,113)	(63,322)	(81,383)	(66,591)
		170,200	172,653	205,933	30,464	244,098	231,590	230,497	116,671	103,562
Financing activities										
Net increase (decrease) in deposits and certificates		(664)	(253)	702	(39)	191	725	(1,368)	718	(228)
Increase (decrease) in obligations to securitization entities		105,619	139,177	152,858	65,244	342,754	8,285	214,851	(74,004)	(119,658)
Net increase (decrease) in debentures		-	-	-	-	-	-	-	600,000	-
Issue of common shares		75	1,169	749	388	1,030	860	1,098	1,857	107
Perpetual preferred share dividends paid		(2,212)	(2,213)	(2,212)	(2,213)	(2,212)	(2,213)	(2,212)	(2,213)	(2,212)
Common share dividends paid		(140,941)	(139,246)	(138,511)	(137,752)	(136,077)	(135,341)	(135,280)	(135,290)	(135,329)
Common shares purchased for cancellation		(127,782)	(52,307)	(46,192)	(104,337)	(46,759)	(4,577)	-	-	-
		(165,905)	(53,673)	(32,606)	(178,709)	158,927	(132,261)	77,089	391,068	(257,320)
Investing activities										
Purchase of securities		(60,191)	(27,712)	(30,080)	(24,896)	(99,803)	(22,197)	(84,426)	(27,034)	(76,036)
Proceeds from the sale of securities		41,900	46,964	56,808	10,756	12,599	20,678	36,305	25,450	11,239
Net (increase) / decrease in loans		(177,105)	(83,057)	(108,595)	(183,455)	(232,055)	(78,046)	(89,333)	99,618	96,205
Net cash used in dispositions (acquisitions) and additions to intangible assets		(22,283)	(18,745)	(21,170)	(17,003)	(17,513)	(14,597)	(15,388)	(7,943)	(7,785)
Net additions to capital assets		(5,777)	(5,829)	(20,694)	(13,078)	(15,703)	(5,735)	(7,790)	(5,989)	(3,396)
Deposit on investments in China Asset Management Co., Ltd.		-	-	-	-	-	-	(192,988)	-	-
		(223,456)	(88,379)	(123,731)	(227,676)	(352,475)	(99,897)	(353,620)	84,102	20,227
Increase (decrease) in cash and cash equivalents		(219,161)	30,601	49,596	(375,921)	50,550	(568)	(46,034)	591,841	(133,531)
Cash and cash equivalents, beginning of period		1,121,969	902,808	933,409	983,005	607,084	657,634	657,066	611,032	1,202,873
Cash and cash equivalents, end of period		902,808	933,409	983,005	607,084	657,634	657,066	611,032	1,202,873	1,069,342



# OTHER INFORMATION

All figures 000's, unless otherwise noted

	Year Quarter	2015 2	2015 3	2015 4	2016 1	2016 2	2016 3	2016 4	2017 1	2017 2
<b>Common shares outstanding</b>										
Open		250,411	247,478	246,055	244,788	241,811	240,591	240,496	240,516	240,584
Issued under Stock Option Plan		3	-	7	15	8	32	20	68	4
Purchased for cancellation		(2,936)	(1,423)	(1,274)	(2,992)	(1,228)	(127)	-	-	-
End		247,478	246,055	244,788	241,811	240,591	240,496	240,516	240,584	240,588
<b>Stock options</b>										
Outstanding		7,597	7,542	7,441	8,691	8,212	8,600	8,484	9,253	9,139
Weighted average strike price (\$)		44.78	44.78	44.80	42.98	43.55	43.14	43.16	42.63	42.60

# INVESTORS GROUP OPERATING SEGMENT

All figures 000's

	Year Quarter	2015 2	2015 3	2015 4	2016 1	2016 2	2016 3	2016 4	2017 1	2017 2
<b>Investors Group operating segment results</b>										
<b>Earnings before interest and taxes</b>										
Revenues										
Management fees		323,556	319,313	318,847	308,218	318,287	331,688	337,782	341,071	354,583
Administration fees		77,226	76,140	76,402	73,618	76,527	79,164	80,594	79,868	81,359
Distribution fees										
Redemption fees		10,669	9,700	12,556	12,029	11,461	11,932	11,563	11,406	8,835
Other mutual fund		6,456	6,521	6,519	6,324	6,440	6,659	6,726	6,756	6,978
Non-mutual fund		32,303	30,749	33,790	31,525	33,523	36,090	52,833	38,946	30,672
Net investment income and other		49,428	46,970	52,865	49,878	51,424	54,681	71,122	57,108	46,485
		14,231	16,800	17,499	13,777	18,576	19,192	20,123	18,026	22,080
		464,441	459,223	465,613	445,491	464,814	484,725	509,621	496,073	504,507
Expenses										
Commission										
Amortization		41,960	42,248	43,446	44,177	44,238	44,531	44,804	45,157	44,757
Asset retention bonus		58,747	57,133	57,323	56,779	58,405	60,178	62,367	65,749	70,434
Asset retention premium		11,188	11,189	11,436	11,645	11,645	11,644	11,552	12,960	13,506
Other - mutual fund		18,471	17,538	18,044	16,703	18,659	18,346	17,190	18,481	14,390
Other - non-mutual fund		17,084	16,824	18,657	18,084	19,213	20,770	33,953	27,209	19,831
		147,450	144,932	148,906	147,388	152,160	155,469	169,866	169,556	162,918
Non-commission										
Amortization		4,151	4,276	4,276	4,476	4,662	4,916	5,029	5,962	9,116
Other		122,948	119,384	122,967	130,553	133,860	125,987	134,078	141,797	138,558
		127,099	123,660	127,243	135,029	138,522	130,903	139,107	147,759	147,674
		274,549	268,592	276,149	282,417	290,682	286,372	308,973	317,315	310,592
Earnings before interest and taxes		189,892	190,631	189,464	163,074	174,132	198,353	200,648	178,758	193,915

# INVESTORS GROUP OPERATING SEGMENT

	Year Quarter	2015 2	2015 3	2015 4	2016 1	2016 2	2016 3	2016 4	2017 1	2017 2
<b>Investors Group segment results</b>										
<b>Operating metrics</b>										
Consultant Network										
Consultant Practices (>4 years)		2,383	2,386	2,395	2,366	2,361	2,358	2,300	2,262	2,229
New Consultants (<4 years)		1,998	2,012	2,067	2,051	2,074	2,065	1,679	1,482	1,298
Total Consultants		4,381	4,398	4,462	4,417	4,435	4,423	3,979	3,744	3,527
Associates and Regional Directors		795	823	858	904	931	957	968	1,010	1,003
		5,176	5,221	5,320	5,321	5,366	5,380	4,947	4,754	4,530
Number of Region Offices		110	110	114	114	114	114	115	115	98
Total assets under management (\$ millions)										
Mutual funds		75,844	73,532	74,897	75,223	76,203	78,892	81,242	83,900	84,306
Institutional		489	435	476	441	434	480	450	543	567
Ending assets		76,333	73,967	75,373	75,664	76,637	79,372	81,693	84,443	84,873
Mutual fund assets under management (\$ millions)										
Opening assets		76,497	75,844	73,532	74,897	75,223	76,203	78,892	81,242	83,900
Gross sales		1,894	1,810	1,821	2,267	1,778	1,626	2,089	2,932	2,357
Redemptions		1,867	1,671	1,821	1,800	1,946	1,820	1,828	2,042	1,922
Net sales		27	139	0	467	(168)	(194)	261	890	435
Investment returns		(680)	(2,451)	1,365	(141)	1,148	2,883	2,089	1,768	(29)
Ending assets		75,844	73,532	74,897	75,223	76,203	78,892	81,242	83,900	84,306
Average assets		76,783	75,361	75,250	73,549	75,803	78,139	79,744	82,751	85,021
Redemption rate (last twelve month trailing)										
Long term funds		8.5%	8.4%	8.7%	8.7%	8.8%	8.9%	8.8%	8.8%	8.6%
Total		9.3%	9.3%	9.4%	9.5%	9.6%	9.7%	9.6%	9.6%	9.4%
Assets under administration (\$ millions)										
Investors Group mutual fund assets		75,844	73,532	74,897	75,223	76,203	78,892	81,242	83,900	84,306
Third party and other		2,999	2,860	3,010	3,034	3,091	3,226	3,459	3,560	3,518
		78,843	76,392	77,907	78,257	79,294	82,118	84,701	87,460	87,824
Other products (\$ millions)										
Insurance - new annualized premiums		18.9	16.3	18.5	18.0	19.9	21.8	33.8	23.5	18.1
Segregated fund assets		1,679	1,646	1,680	1,684	1,719	1,797	1,827	1,842	1,833
Mortgage banking operations (\$ millions)										
Mortgages serviced		10,206	10,292	10,448	10,570	10,818	10,930	11,077	11,077	11,025
Mortgage fundings		578	547	500	457	653	565	481	311	398

# MACKENZIE OPERATING SEGMENT

All figures 000's

## Mackenzie operating segment results

Year Quarter	2015 2	2015 3	2015 4	2016 1	2016 2	2016 3	2016 4	2017 1	2017 2
<b>Earnings before interest and taxes</b>									
Revenues									
Management fees	178,640	173,755	169,792	160,491	163,544	170,357	172,358	171,761	177,259
Administration fees									
Unitholder admin fees	24,256	23,879	23,249	21,825	22,293	23,541	23,287	23,910	24,316
Other	591	428	578	559	553	460	510	490	607
	24,847	24,307	23,827	22,384	22,846	24,001	23,797	24,400	24,923
Distribution fees									
Redemption fees	2,505	2,490	2,361	2,563	2,385	2,223	2,082	2,339	1,849
Net investment income and other	2	682	1,083	318	1,225	1,794	705	80	(1,854)
	205,994	201,234	197,063	185,756	190,000	198,375	198,942	198,580	202,177
Expenses									
Commission									
Amortization	14,489	14,064	13,792	14,287	13,489	12,906	12,454	12,627	11,664
Trailers	62,961	61,167	60,153	57,388	58,745	60,689	61,388	61,958	63,845
	77,450	75,231	73,945	71,675	72,234	73,595	73,842	74,585	75,509
Non-commission									
Amortization	3,038	3,065	3,114	3,182	3,177	3,181	2,690	2,603	2,630
Other	71,501	68,457	69,132	74,445	74,384	75,645	73,578	79,923	80,574
	74,539	71,522	72,246	77,627	77,561	78,826	76,268	82,526	83,204
	151,989	146,753	146,191	149,302	149,795	152,421	150,110	157,111	158,713
Earnings before interest and taxes	54,005	54,481	50,872	36,454	40,205	45,954	48,832	41,469	43,464

# MACKENZIE OPERATING SEGMENT

All figures millions, unless otherwise noted

Year Quarter	2015 2	2015 3	2015 4	2016 1	2016 2	2016 3	2016 4	2017 1	2017 2
<b>Mackenzie segment results</b>									
<b>Operating metrics</b>									
Total assets under management									
Opening	74,604	63,025	60,291	61,653	60,690	61,667	64,273	64,035	66,310
Net sales									
Mutual funds	(545)	(180)	(427)	(198)	(375)	(70)	(24)	76	552
ETF net creations					44	25	43	114	389
Investment funds <sup>(1)</sup>	(545)	(180)	(427)	(198)	(331)	(45)	19	139	730
Institutional	(10,127)	54	61	(189)	40	100	(1,516)	289	1,405
Total net sales	(10,672)	(126)	(366)	(387)	(291)	55	(1,497)	428	2,135
Investment returns	(907)	(2,608)	1,728	(576)	1,268	2,551	1,259	1,847	105
Ending assets	63,025	60,291	61,653	60,690	61,667	64,273	64,035	66,310	68,550
Average assets	71,701	62,230	61,682	59,778	60,847	63,460	63,846	65,182	67,806
Mutual fund assets under management									
Opening	50,944	49,853	47,420	48,445	47,627	48,210	50,252	51,314	52,937
Gross sales	1,855	1,485	1,652	1,841	1,494	1,651	1,953	2,861	2,305
Redemptions	2,400	1,665	2,079	2,039	1,869	1,721	1,977	2,785	1,753
Net sales	(545)	(180)	(427)	(198)	(375)	(70)	(24)	76	552
Investment returns	(546)	(2,253)	1,452	(620)	958	2,112	1,086	1,547	133
Ending assets	49,853	47,420	48,445	47,627	48,210	50,252	51,314	52,937	53,622
Average assets	50,578	49,197	48,493	46,742	47,836	49,621	50,508	52,199	53,929
Redemption rate (last twelve month trailing)									
Long term funds	15.9%	16.0%	16.2%	16.4%	15.4%	15.4%	15.0%	16.2%	15.5%
Total	16.3%	16.5%	16.6%	16.8%	15.9%	16.0%	15.6%	16.7%	16.0%
ETF assets under management									
Opening					-	45	71	113	234
Net creations					44	25	43	114	389
Investment returns					1	1	(1)	7	(1)
Ending assets					45	71	113	234	622
Average assets					28	53	88	192	441
FOF ETF	-	-	-	-	-	-	-	69	282
Investment funds assets under management	49,853	47,420	48,445	47,627	48,255	50,323	51,427	53,102	53,962
Institutional assets under management									
Opening	23,660	13,172	12,871	13,208	13,063	13,412	13,949	12,608	13,208
Net sales	(10,127)	54	61	(189)	40	100	(1,516)	289	1,405
Investment returns	(361)	(355)	276	44	309	437	175	311	(25)
Ending assets	13,172	12,871	13,208	13,063	13,412	13,949	12,608	13,208	14,588
Average assets	21,123	13,034	13,189	13,036	13,984	13,785	13,251	12,852	13,645

Note: During the second quarter of 2015, MD Financial Management re-assigned sub-advisory responsibilities on four fixed income mandates (totaling \$10.3 billion) advised by Mackenzie.

1. Investment fund assets under management exclude Mackenzie mutual fund investments in ETFs.

# CORPORATE & OTHER SEGMENT

All figures 000's

	Year Quarter	2015 2	2015 3	2015 4	2016 1	2016 2	2016 3	2016 4	2017 1	2017 2
<b>Corporate and other segment results</b>										
<b>Earnings before interest and taxes</b>										
Revenues										
Management fees		15,083	15,463	15,421	15,127	15,555	16,263	15,511	14,869	15,160
Administration fees		3,922	4,148	4,508	4,348	4,955	4,766	4,618	4,696	4,956
Distribution fees										
Redemption fees		201	169	205	207	186	166	219	221	200
Other		43,152	43,066	41,613	42,320	42,347	43,978	44,354	45,592	46,241
		43,353	43,235	41,818	42,527	42,533	44,144	44,573	45,813	46,441
Net investment income and other										
Share of GWL earnings		29,508	26,362	29,178	27,808	23,876	26,049	26,493	28,019	24,856
Other		928	2,063	1,871	1,782	2,608	2,128	1,395	1,651	5,239
		30,436	28,425	31,049	29,590	26,484	28,177	27,888	29,670	30,095
		92,794	91,271	92,796	91,592	89,527	93,350	92,590	95,048	96,652
Expenses										
Commission										
Amortization		1,436	1,361	1,341	1,327	1,269	1,217	1,088	1,109	996
Other		41,351	41,634	40,165	41,125	41,465	42,921	43,407	44,057	45,025
		42,787	42,995	41,506	42,452	42,734	44,138	44,495	45,166	46,021
Non-commission										
Amortization		2,527	2,643	2,773	2,868	2,892	2,949	2,984	3,065	3,146
Other		11,688	10,646	12,193	12,343	12,765	12,202	12,756	13,551	12,492
		14,215	13,289	14,966	15,211	15,657	15,151	15,740	16,616	15,638
		57,002	56,284	56,472	57,663	58,391	59,289	60,235	61,782	61,659
Earnings before interest and taxes		35,792	34,987	36,324	33,929	31,136	34,061	32,355	33,266	34,993

# CORPORATE & OTHER SEGMENT

All figures millions, unless otherwise noted

	Year Quarter	2015 2	2015 3	2015 4	2016 1	2016 2	2016 3	2016 4	2017 1	2017 2
<b>Corporate and other segment results</b>										
<b>Operating metrics</b>										
Investment Planning Counsel assets under administration										
Counsel		4,053	4,005	4,178	4,229	4,316	4,485	4,501	4,653	4,694
Third party and other		20,201	20,080	20,276	20,176	20,544	21,326	21,620	21,942	22,041
Total		24,254	24,085	24,454	24,405	24,860	25,811	26,121	26,595	26,735
Counsel mutual fund assets under management										
Opening		4,126	4,053	4,005	4,178	4,229	4,316	4,485	4,501	4,653
Gross sales		157	185	203	262	213	177	207	217	178
Redemptions		136	131	161	183	182	142	183	200	200
Net sales		21	54	42	79	31	35	24	17	(22)
Investment returns		(94)	(102)	131	(28)	56	134	(8)	135	63
Ending assets		4,053	4,005	4,178	4,229	4,316	4,485	4,501	4,653	4,694
Average assets		4,093	4,077	4,121	4,112	4,248	4,424	4,459	4,563	4,746
Redemption rate (last twelve month trailing)										
Long term funds		12.8%	13.1%	13.6%	14.7%	15.6%	15.5%	15.7%	15.7%	15.7%
Total		13.1%	13.4%	13.8%	14.9%	15.8%	15.8%	15.9%	15.9%	16.0%

# INVESTORS GROUP – MUTUAL FUND ASSETS

All figures millions

Month Apr-16 May-16 Jun-16 Jul-16 Aug-16 Sep-16 Oct-16 Nov-16 Dec-16 Jan-17 Feb-17 Mar-17 Apr-17 May-17 Jun-17

## Investors Group

Mutual fund assets under management

Opening assets	75,223	75,227	76,898	76,203	78,239	78,644	78,892	79,020	80,241	81,242	81,314	83,052	83,900	85,274	85,092
Gross sales	566	592	620	559	578	489	707	705	677	834	1,072	1,026	686	866	805
Redemptions	672	646	628	584	634	602	615	574	639	715	621	706	614	671	637
Net sales	(106)	(54)	(8)	(25)	(56)	(113)	92	131	38	119	451	320	72	195	168
Investment returns	110	1,725	(687)	2,061	461	361	36	1,090	963	(47)	1,287	528	1,302	(377)	(954)
Ending assets	75,227	76,898	76,203	78,239	78,644	78,892	79,020	80,241	81,242	81,314	83,052	83,900	85,274	85,092	84,306

## Investors Group

Long Term Mutual fund assets under management

Opening assets	73,770	73,801	75,502	74,823	76,862	77,284	77,485	77,636	78,848	79,878	79,944	81,727	82,645	84,061	83,934
Gross sales	473	500	530	468	488	413	645	612	590	718	966	879	584	724	678
Redemptions	606	577	562	520	569	541	557	508	580	646	563	635	550	609	584
Net sales	(133)	(77)	(32)	(52)	(81)	(128)	88	104	10	72	403	244	34	115	94
Net transfers from / (to) short term funds	55	27	17	32	45	7	21	21	35	38	60	113	-	98	196
Investment returns	109	1,751	(664)	2,059	458	322	42	1,086	983	(44)	1,320	561	1,382	(340)	(723)
Ending assets	73,801	75,502	74,823	76,862	77,284	77,485	77,636	78,848	79,878	79,944	81,727	82,645	84,061	83,934	83,501



# MACKENZIE – INVESTMENT FUND ASSETS

All figures millions

Month Apr-16 May-16 Jun-16 Jul-16 Aug-16 Sep-16 Oct-16 Nov-16 Dec-16 Jan-17 Feb-17 Mar-17 Apr-17 May-17 Jun-17

## Mackenzie

Mutual fund assets under management

Opening assets	47,627	47,549	48,583	48,210	49,657	49,962	50,252	50,143	50,727	51,314	51,189	52,486	52,937	54,067	54,313
Gross sales	472	512	510	475	536	640	512	741	700	698	1,268	895	609	890	806
Redemptions	634	645	590	544	587	590	544	808	625	722	1,194	869	520	613	620
Net sales	(162)	(133)	(80)	(69)	(51)	50	(32)	(67)	75	(24)	74	26	89	277	186
Investment returns	84	1,167	(293)	1,516	356	240	(77)	651	512	(101)	1,223	425	1,041	(31)	(877)
Ending assets	47,549	48,583	48,210	49,657	49,962	50,252	50,143	50,727	51,314	51,189	52,486	52,937	54,067	54,313	53,622

## Mackenzie

Long Term Mutual fund assets under management

Opening assets	47,078	47,012	48,056	47,695	49,136	49,452	49,741	49,622	50,186	50,776	50,664	51,968	52,420	53,552	53,810
Gross sales	443	483	477	440	499	605	481	685	665	672	1,232	848	579	852	776
Redemptions	607	620	556	512	547	565	526	783	600	695	1,167	840	499	584	591
Net sales	(164)	(137)	(79)	(72)	(48)	40	(45)	(98)	65	(23)	65	8	80	268	185
Net transfers from / (to) short term funds	14	15	-	(4)	6	10	3	(8)	(3)	13	-	34	34	286	(313)
Investment returns	84	1,166	(282)	1,517	358	239	(77)	670	528	(102)	1,239	410	1,018	(296)	(545)
Ending assets	47,012	48,056	47,695	49,136	49,452	49,741	49,622	50,186	50,776	50,664	51,968	52,420	53,552	53,810	53,137

## Mackenzie

ETF assets under management <sup>(1)</sup>

Opening assets	0	30	36	45	46	51	71	79	84	113	177	201	234	447	513
Net creations	30	6	8	0	5	20	8	6	29	64	19	31	207	63	119
Investment returns	0	0	0	1	0	0	(1)	(1)	1	(0)	5	2	7	2	(10)
Ending assets	30	36	45	46	51	71	79	84	113	177	201	234	447	513	622

## Mackenzie

FOF ETF  
Investment Funds assets under management

										58	62	69	256	262	282
Investment Funds assets under management	47,579	48,619	48,255	49,703	50,013	50,323	50,222	50,811	51,427	51,308	52,625	53,102	54,258	54,564	53,962

# COUNSEL – MUTUAL FUND ASSETS

All figures millions

Month Apr-16 May-16 Jun-16 Jul-16 Aug-16 Sep-16 Oct-16 Nov-16 Dec-16 Jan-17 Feb-17 Mar-17 Apr-17 May-17 Jun-17

## Counsel

Mutual fund assets under management

Opening assets	4,229	4,224	4,289	4,316	4,437	4,447	4,485	4,473	4,462	4,501	4,480	4,591	4,653	4,761	4,782
Gross sales	61	71	81	65	49	63	63	68	76	72	68	77	52	62	64
Redemptions	55	72	55	47	47	48	50	57	76	65	59	76	68	70	62
Net sales	6	(1)	26	18	2	15	13	11	0	7	9	1	(16)	(8)	2
Investment returns	(11)	66	1	103	8	23	(25)	(22)	39	(28)	102	61	124	29	(90)
Ending assets	4,224	4,289	4,316	4,437	4,447	4,485	4,473	4,462	4,501	4,480	4,591	4,653	4,761	4,782	4,694

## Counsel

Long Term Mutual fund assets under management

Opening assets	4,204	4,202	4,268	4,293	4,415	4,425	4,463	4,449	4,438	4,478	4,458	4,568	4,629	4,738	4,758
Gross sales	59	67	76	63	47	60	59	65	72	69	66	74	47	58	60
Redemptions	52	71	53	46	46	48	49	55	75	64	59	74	65	70	61
Net sales	7	(4)	23	17	1	12	10	10	(3)	5	7	(0)	(18)	(12)	(1)
Net transfers from / (to) short term funds	3	5	1	2	1	2	1	3	4	2	1	0	3	4	1
Investment returns	(12)	65	1	103	8	24	(25)	(24)	39	(27)	102	61	124	28	(90)
Ending assets	4,202	4,268	4,293	4,415	4,425	4,463	4,449	4,438	4,478	4,458	4,568	4,629	4,738	4,758	4,668