

## CONSOLIDATED FINANCIAL STATEMENTS

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# INDEPENDENT AUDITOR'S REPORT

To the Shareholders of IGM Financial Inc.

We have audited the accompanying consolidated financial statements of IGM Financial Inc. which comprise the consolidated balance sheets as at December 31, 2017 and December 31, 2016, and the consolidated statements of earnings, consolidated statements of comprehensive income, consolidated statements of changes in shareholders' equity and consolidated statements of cash flows for the years ended December 31, 2017, and December 31, 2016, and a summary of significant accounting policies and other explanatory information.

## MANAGEMENT'S RESPONSIBILITY FOR THE CONSOLIDATED FINANCIAL STATEMENTS

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

## AUDITOR'S RESPONSIBILITY

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained in our audits is sufficient and appropriate to provide a basis for our audit opinion.

## OPINION

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of IGM Financial Inc. as at December 31, 2017 and December 31, 2016, and its financial performance and its cash flows for the years then ended in accordance with International Financial Reporting Standards.

The image shows the handwritten signature of Deloitte LLP in a cursive script.

Chartered Professional Accountants  
February 9, 2018  
Winnipeg, Manitoba

## CONSOLIDATED STATEMENTS OF EARNINGS

FOR THE YEARS ENDED DECEMBER 31

(in thousands of Canadian dollars, except shares and per share amounts)

2017

2016

### Revenues

Management fees	\$ 2,180,964	\$ 2,025,181
Administration fees	439,700	421,618
Distribution fees	385,069	410,135
Net investment income and other	52,603	83,623
Proportionate share of associates' earnings (Note 8)	95,674	104,226
	<b>3,154,010</b>	<b>3,044,783</b>

### Expenses

Commission	1,142,567	1,090,048
Non-commission (Note 3)	1,112,634	915,602
Interest (Note 15)	114,157	92,196
	<b>2,369,358</b>	<b>2,097,846</b>

Earnings before income taxes	784,652	946,937
Income taxes (Note 14)	173,887	167,633

<b>Net earnings</b>	<b>610,765</b>	<b>779,304</b>
Perpetual preferred share dividends	8,850	8,850

<b>Net earnings available to common shareholders</b>	<b>\$ 601,915</b>	<b>\$ 770,454</b>
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Earnings per share (in dollars) (Note 23)

– Basic	\$ 2.50	\$ 3.19
– Diluted	\$ 2.50	\$ 3.19

(See accompanying notes to consolidated financial statements.)

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

FOR THE YEARS ENDED DECEMBER 31  
(in thousands of Canadian dollars)

	2017	2016
<b>Net earnings</b>	<b>\$ 610,765</b>	<b>\$ 779,304</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), net of tax of \$7,992 and \$(356)	(21,616)	961
Investment in associates – employee benefits and other		
Other comprehensive income (loss), net of tax of nil	14,235	(16,247)
<b>Items that may be reclassified subsequently to Net earnings</b>		
Available for sale securities		
Net unrealized gains (losses), net of tax of \$(4,401) and \$(1,297)	31,119	6,899
Reclassification of realized (gains) losses to net earnings, net of tax of \$249 and \$343	(685)	(940)
	<b>30,434</b>	<b>5,959</b>
Investment in associates and other		
Other comprehensive income (loss), net of tax of \$(2,459) and \$(326)	(11,741)	(41,121)
	<b>11,312</b>	<b>(50,448)</b>
<b>Total comprehensive income</b>	<b>\$ 622,077</b>	<b>\$ 728,856</b>

(See accompanying notes to consolidated financial statements.)

## CONSOLIDATED BALANCE SHEETS

<i>(in thousands of Canadian dollars)</i>	DECEMBER 31 2017	DECEMBER 31 2016
<b>Assets</b>		
Cash and cash equivalents	\$ 966,843	\$ 611,032
Securities <i>(Note 4)</i>	379,696	225,184
Client funds on deposit	489,626	455,474
Accounts and other receivables	305,062	287,071
Income taxes recoverable	33,928	13,627
Loans <i>(Note 5)</i>	7,849,873	7,983,269
Derivative financial instruments <i>(Note 21)</i>	35,692	42,821
Other assets <i>(Note 7)</i>	64,558	240,509
Investment in associates <i>(Note 8)</i>	1,551,013	888,851
Capital assets	150,468	161,337
Deferred selling commissions <i>(Note 9)</i>	767,315	726,608
Deferred income taxes <i>(Note 14)</i>	60,661	61,454
Intangible assets <i>(Note 10)</i>	1,184,451	1,267,789
Goodwill <i>(Note 10)</i>	2,660,267	2,660,267
	<b>\$ 16,499,453</b>	<b>\$ 15,625,293</b>
<b>Liabilities</b>		
Accounts payable and accrued liabilities	\$ 406,821	\$ 431,049
Income taxes payable	8,018	3,393
Derivative financial instruments <i>(Note 21)</i>	28,444	38,163
Deposits and certificates <i>(Note 11)</i>	504,996	471,202
Other liabilities <i>(Note 12)</i>	491,280	447,943
Obligations to securitization entities <i>(Note 6)</i>	7,596,028	7,721,024
Deferred income taxes <i>(Note 14)</i>	463,862	440,759
Long-term debt <i>(Note 15)</i>	2,175,000	1,325,000
	<b>11,674,449</b>	<b>10,878,533</b>
<b>Shareholders' Equity</b>		
Share capital		
Perpetual preferred shares	150,000	150,000
Common shares	1,602,726	1,597,208
Contributed surplus	42,633	39,552
Retained earnings	3,100,775	3,042,442
Accumulated other comprehensive income (loss)	(71,130)	(82,442)
	<b>4,825,004</b>	<b>4,746,760</b>
	<b>\$ 16,499,453</b>	<b>\$ 15,625,293</b>

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

These financial statements were approved and authorized for issuance by the Board of Directors on February 9, 2018.



Jeffrey R. Carney  
Director



John McCallum  
Director

## CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY

(in thousands of Canadian dollars)	SHARE CAPITAL			RETAINED EARNINGS	ACCUMULATED OTHER COMPREHENSIVE INCOME (LOSS) (Note 19)	TOTAL SHAREHOLDERS' EQUITY
	PERPETUAL PREFERRED SHARES (Note 16)	COMMON SHARES (Note 16)	CONTRIBUTED SURPLUS			
<b>2017</b>						
<b>Balance, beginning of year</b>	\$ 150,000	\$ 1,597,208	\$ 39,552	\$ 3,042,442	\$ (82,442)	\$ 4,746,760
Net earnings	-	-	-	610,765	-	610,765
Other comprehensive income (loss), net of tax	-	-	-	-	11,312	11,312
<b>Total comprehensive income</b>	-	-	-	610,765	11,312	622,077
Common shares						
Issued under stock option plan	-	5,518	-	-	-	5,518
Stock options						
Current period expense	-	-	3,529	-	-	3,529
Exercised	-	-	(448)	-	-	(448)
Perpetual preferred share dividends	-	-	-	(8,850)	-	(8,850)
Common share dividends	-	-	-	(541,367)	-	(541,367)
Common share cancellation excess and other (Note 16)	-	-	-	(2,215)	-	(2,215)
<b>Balance, end of year</b>	\$ 150,000	\$ 1,602,726	\$ 42,633	\$ 3,100,775	\$ (71,130)	\$ 4,825,004
<b>2016</b>						
Balance, beginning of year	\$ 150,000	\$ 1,623,948	\$ 35,569	\$ 2,949,182	\$ (31,994)	\$ 4,726,705
Net earnings	-	-	-	779,304	-	779,304
Other comprehensive income (loss), net of tax	-	-	-	-	(50,448)	(50,448)
<b>Total comprehensive income</b>	-	-	-	779,304	(50,448)	728,856
Common shares						
Issued under stock option plan	-	2,099	-	-	-	2,099
Purchased for cancellation	-	(28,839)	-	-	-	(28,839)
Stock options						
Current period expense	-	-	4,097	-	-	4,097
Exercised	-	-	(114)	-	-	(114)
Perpetual preferred share dividends	-	-	-	(8,850)	-	(8,850)
Common share dividends	-	-	-	(541,987)	-	(541,987)
Common share cancellation excess and other (Note 16)	-	-	-	(135,207)	-	(135,207)
<b>Balance, end of year</b>	\$ 150,000	\$ 1,597,208	\$ 39,552	\$ 3,042,442	\$ (82,442)	\$ 4,746,760

(See accompanying notes to consolidated financial statements.)

## CONSOLIDATED STATEMENTS OF CASH FLOWS

FOR THE YEARS ENDED DECEMBER 31  
(in thousands of Canadian dollars)

	2017	2016
<b>Operating activities</b>		
Earnings before income taxes	\$ 784,652	\$ 946,937
Income taxes paid	(165,243)	(213,004)
Adjustments to determine net cash from operating activities		
Deferred selling commission amortization	230,874	235,787
Amortization of capital and intangible assets	55,767	43,006
Changes in operating assets and liabilities and other	23,104	(41,209)
Cash from operating activities before payment of commissions	929,154	971,517
Deferred selling commissions paid	(271,581)	(234,868)
	657,573	736,649
<b>Financing activities</b>		
Net decrease in deposits and certificates	(2,758)	(491)
Net (decrease) increase in obligations to securitization entities	(131,643)	631,134
Issue of debentures	850,000	–
Issue of common shares	5,071	3,376
Common shares purchased for cancellation	–	(155,673)
Perpetual preferred share dividends paid	(8,850)	(8,850)
Common share dividends paid	(541,282)	(544,450)
	170,538	(74,954)
<b>Investing activities</b>		
Purchase of securities	(181,568)	(231,322)
Proceeds from the sale of securities	62,196	80,338
Net decrease (increase) in loans	136,592	(582,889)
Net additions to capital assets	(16,549)	(42,306)
Net cash used in additions to intangible assets and acquisitions	(33,627)	(64,501)
Investment in China Asset Management Co., Ltd.	(439,344)	(192,988)
	(472,300)	(1,033,668)
Increase (decrease) in cash and cash equivalents	355,811	(371,973)
Cash and cash equivalents, beginning of year	611,032	983,005
<b>Cash and cash equivalents, end of year</b>	<b>\$ 966,843</b>	<b>\$ 611,032</b>
Cash	\$ 88,354	\$ 84,570
Cash equivalents	878,489	526,462
	\$ 966,843	\$ 611,032
<b>Supplemental disclosure of cash flow information related to operating activities</b>		
Interest and dividends received	\$ 281,159	\$ 256,522
Interest paid	\$ 235,319	\$ 209,998

(See accompanying notes to consolidated financial statements.)

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

December 31, 2017 and 2016 *(In thousands of Canadian dollars, except shares and per share amounts)*

### NOTE 1 CORPORATE INFORMATION

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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.

### NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

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The Consolidated Financial Statements of the Company have been prepared in accordance with International Financial Reporting Standards (IFRS). The policies set out below were consistently applied to all the periods presented unless otherwise noted.

#### USE OF JUDGMENT, ESTIMATES AND ASSUMPTIONS

The preparation of financial statements in conformity with IFRS requires management to exercise judgment in the process of applying accounting policies and requires management to make estimates and assumptions that affect the amounts reported in the Consolidated Financial Statements. The key areas where judgment has been applied include: the determination of which financial assets should be derecognized; the assessment of the appropriate classification of financial instruments, including those classified as fair value through profit or loss; and the assessment that significant influence exists for its investment in associates. Key components of the financial statements requiring management to make estimates include: the fair value of financial instruments, goodwill, intangible assets, income taxes, deferred selling commissions, provisions and employee benefits. Actual results may differ from such estimates. Further detail of judgments and estimates are found in the remainder of Note 2 and in Notes 6, 8, 10, 12, 13, 14 and 22.

#### BASIS OF CONSOLIDATION

The Consolidated Financial Statements include the accounts of the Company and all subsidiaries on a consolidated basis after elimination of intercompany transactions and balances. Subsidiaries are entities the Company controls when it is exposed, or has rights, to variable returns from its involvement and has the ability to affect those returns through its power to direct the relevant activities of the entity.

The Company's investments in Great-West Lifeco Inc. (Lifeco) and China Asset Management Co., Ltd. (China AMC) are accounted for using the equity method. The investments were initially recorded at cost and the carrying amounts are increased or decreased to recognize the Company's share of the investments' comprehensive income and the dividends received since the date of acquisition.

#### REVENUE RECOGNITION

Management fees are based on the net asset value of investment fund or other assets under management and are recognized on an accrual basis as the service is performed. Administration fees are also recognized on an accrual basis as the service is performed. Distribution fees derived from investment fund and securities transactions are recognized on a trade date basis. Distribution fees derived from insurance and other financial services transactions are recognized on an accrual basis.

#### FINANCIAL INSTRUMENTS

All financial assets are classified in one of the following categories: available for sale, fair value through profit or loss, or loans and receivables. The classification depends on the purpose for which the financial assets were acquired. Management determines the classification of its financial assets upon initial recognition. Financial assets at fair value through profit or loss are financial assets classified as held for trading or upon initial recognition are designated by the Company as fair value through profit or loss. Financial assets are classified as held for trading if acquired with the intent to sell in the short-term. Derivatives are also categorized as held for trading unless they are designated as hedging instruments. Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Available for sale financial assets are non-derivative financial instruments that are either designated in this category or not classified in any of the other categories.



**FINANCIAL INSTRUMENTS** *(continued)*

All financial assets are recorded at fair value in the Consolidated Balance Sheets, except loans and receivables which are recorded at amortized cost using the effective interest method. Financial liabilities are classified either as financial liabilities measured at amortized cost using the effective interest method or as fair value through profit or loss, which are recorded at fair value.

Unrealized gains and losses on financial assets classified as available for sale as well as other comprehensive income amounts, including unrealized foreign currency translation gains and losses related to the Company's investment in its associates, are recorded in the Consolidated Statements of Comprehensive Income on a net of tax basis. Accumulated other comprehensive income forms part of Shareholders' equity.

**CASH AND CASH EQUIVALENTS**

Cash and cash equivalents comprise cash and temporary investments consisting of highly liquid investments with short-term maturities. Interest income is recorded on an accrual basis in Net investment income and other in the Consolidated Statements of Earnings.

**SECURITIES**

Securities, which are recorded on a trade date basis, are classified as either available for sale or fair value through profit or loss.

Available for sale securities comprise equity securities held for long-term investment, investments in proprietary investment funds and fixed income securities. Realized gains and losses on disposal of available for sale securities, dividends declared, interest income, as well as the amortization of discounts or premiums using the effective interest method, are recorded in Net investment income and other in the Consolidated Statements of Earnings. 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 in value, at which time they are reclassified to the Consolidated Statements of Earnings.

Fair value through profit or loss securities are held for trading and are comprised of fixed income and equity securities and investments in proprietary investment funds. Unrealized and realized gains and losses, dividends declared, and interest income on these securities are recorded in Net investment income and other in the Consolidated Statements of Earnings.

**LOANS**

Loans are classified as either held for trading or loans and receivables, based on the Company's intent to sell the loans in the near term.

Loans classified as held for trading are recorded at fair value, with changes in fair value recorded in Net investment income and other in the Consolidated Statements of Earnings. Loans classified as loans and receivables are recorded at amortized cost less an allowance for credit losses. Interest income is accounted for on the accrual basis using the effective interest method for all loans and is recorded in Net investment income and other in the Consolidated Statements of Earnings.

A loan is classified as impaired when, in the opinion of management, there no longer is reasonable assurance of the timely collection of the full amount of principal and interest. A loan is also classified as impaired when interest or principal is contractually past due 90 days, except in circumstances where management has determined that the collectability of principal and interest is not in doubt.

The Company maintains an allowance for credit losses which is considered adequate by management to absorb all credit related losses in its portfolio. Specific allowances are established as a result of reviews of individual loans. There is a second category of allowance, the collective allowance, which is allocated against sectors rather than specifically against individual loans. This allowance is established where a prudent assessment by management suggests that losses have occurred but where such losses cannot yet be identified on an individual loan basis.

**DERECOGNITION**

The Company enters into transactions where it transfers financial assets recognized on its balance sheet. The determination of whether the financial assets are derecognized is based on the extent to which the risks and rewards of ownership are transferred. The gains or losses and the servicing fee revenue for financial assets that are derecognized are reported in Net investment income and other in the Consolidated Statements of Earnings. The transactions for financial assets that are not derecognized are accounted for as secured financing transactions.

### **DEFERRED SELLING COMMISSIONS**

Commissions paid on the sale of certain investment funds are deferred and amortized over their estimated useful lives, not exceeding a period of seven years. Commissions paid on the sale of deposits are deferred and amortized over their estimated useful lives, not exceeding a period of five years. When a client redeems units or shares in investment funds that are subject to a deferred sales charge, a redemption fee is paid by the client and is recorded as revenue by the Company. Any unamortized deferred selling commission asset recognized on the initial sale of these investment fund units or shares is recorded as a disposal. The Company regularly reviews the carrying value of deferred selling commissions with respect to any events or circumstances that indicate impairment. Among the tests performed by the Company to assess recoverability is the comparison of the future economic benefits derived from the deferred selling commission asset in relation to its carrying value.

### **CAPITAL ASSETS**

Capital assets are recorded at cost of \$368.3 million at December 31, 2017 (2016 – \$383.0 million), less accumulated amortization of \$217.8 million (2016 – \$221.7 million). Buildings, furnishings and equipment are amortized on a straight-line basis over their estimated useful lives, which range from 3 to 17 years for equipment and furnishings and 10 to 50 years for the building and its components. Capital assets are tested for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable.

### **GOODWILL AND INTANGIBLE ASSETS**

The Company tests the carrying value of goodwill and indefinite life intangible assets for impairment at least once a year and more frequently if an event or circumstance indicates the asset may be impaired. An impairment loss is recognized if the amount of the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs of disposal or its value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash inflows (cash generating units).

Investment fund management contracts have been assessed to have an indefinite useful life as the contractual right to manage the assets has no fixed term.

Trade names have been assessed to have an indefinite useful life as they contribute to the revenues of the Company's integrated asset management business as a whole and the Company intends to utilize them for the foreseeable future.

Intangible assets with finite lives are amortized on a straight-line basis over their estimated useful lives. Software assets are amortized over a period not exceeding 7 years and distribution and other management contracts are amortized over a period not exceeding 20 years. Finite life intangible assets are tested for impairment whenever events or changes in circumstances indicate that the carrying amounts may not be recoverable.

### **EMPLOYEE BENEFITS**

The Company maintains a number of employee benefit plans including defined benefit plans and defined contribution pension plans for eligible employees. These plans are related parties in accordance with IFRS. The Company's defined benefit plans include a funded defined benefit pension plan for eligible employees, unfunded supplementary executive retirement plans (SERP) for certain executive officers, and an unfunded post-employment health care, dental and life insurance plan for eligible retirees.

The defined benefit pension plan provides pensions based on length of service and final average earnings.

The cost of the defined benefit plans is actuarially determined using the projected unit credit method prorated on service based upon management's assumptions about discount rates, compensation increases, retirement ages of employees, mortality and expected health care costs. Any changes in these assumptions will impact the carrying amount of pension obligations. The Company's accrued benefit liability in respect of defined benefit plans is calculated separately for each plan by discounting the amount of the benefit that employees have earned in return for their service in current and prior periods and deducting the fair value of any plan assets. The Company determines the net interest component of the pension expense for the period by applying the discount rate used to measure the accrued benefit liability at the beginning of the annual period to the net accrued benefit liability. The discount rate used to value liabilities is determined using a yield curve of AA corporate debt securities.

## NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(continued)*

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### **EMPLOYEE BENEFITS** *(continued)*

If the plan benefits are changed, or a plan is curtailed, any past service costs or curtailment gains or losses are recognized immediately in net earnings.

Current service costs, past service costs and curtailment gains or losses are included in Non-commission expenses.

Remeasurements arising from defined benefit plans represent actuarial gains and losses and the actual return on plan assets, less interest calculated at the discount rate. Remeasurements are recognized immediately through Other comprehensive income (OCI) and are not reclassified to net earnings.

The accrued benefit liability represents the deficit related to defined benefit plans and is included in Other liabilities.

Payments to the defined contribution pension plans are expensed as incurred.

### **SHARE-BASED PAYMENTS**

The Company uses the fair value based method to account for stock options granted to employees. The fair value of stock options is determined on each grant date. Compensation expense is recognized over the period that the stock options vest, with a corresponding increase in Contributed surplus. When stock options are exercised, the proceeds together with the amount recorded in Contributed surplus are added to Share capital.

The Company recognizes a liability for cash settled awards including those granted under the Performance Share Unit plan and the Deferred Share Unit plan. Compensation expense is recognized over the vesting period, net of related hedges. The liability is remeasured at fair value at each reporting period.

### **PROVISIONS**

A provision is recognized if, as a result of a past event, the Company has a present obligation where a reliable estimate can be made, and it is probable that an outflow of resources will be required to settle the obligation.

### **INCOME TAXES**

The Company uses the liability method in accounting for income taxes whereby deferred income tax assets and liabilities reflect the expected future tax consequences of temporary differences between the carrying amounts of assets and liabilities and their tax bases and tax loss carryforwards. Deferred income tax assets and liabilities are measured based on the enacted or substantively enacted tax rates which are anticipated to be in effect when the temporary differences are expected to reverse.

### **EARNINGS PER SHARE**

Basic earnings per share is determined by dividing Net earnings available to common shareholders by the weighted average number of common shares outstanding for the year. Diluted earnings per share is determined using the same method as basic earnings per share except that the average number of common shares outstanding includes the potential dilutive effect of outstanding stock options granted by the Company as determined by the treasury stock method.

### **DERIVATIVE FINANCIAL INSTRUMENTS**

Derivative financial instruments are utilized by the Company in the management of equity price and interest rate risks. The Company does not utilize derivative financial instruments for speculative purposes.

The Company formally documents all hedging relationships, as well as its risk management objective and strategy for undertaking various hedge transactions. This process includes linking all derivatives to specific assets and liabilities on the Consolidated Balance Sheets or to anticipated future transactions. The Company also formally assesses, both at the hedge's inception and on an ongoing basis, whether the derivatives that are used in hedging transactions are highly effective in offsetting changes in fair values or cash flows of hedged items. Derivative financial instruments are recorded at fair value in the Consolidated Balance Sheets.

**DERIVATIVE FINANCIAL INSTRUMENTS** (continued)

Derivative financial instruments specifically designated as a hedge and meeting the criteria for hedge effectiveness offset the changes in fair values or cash flows of hedged items. A hedge is designated either as a cash flow hedge or a fair value hedge. A cash flow hedge requires the change in fair value of the derivative, to the extent effective, to be recorded in Other comprehensive income, which is reclassified to the Consolidated Statements of Earnings when the hedged item affects earnings. The change in fair value of the ineffective portion of the derivative in a cash flow hedge is recorded in the Consolidated Statements of Earnings. A fair value hedge requires the change in fair value of the hedging derivative and the change in fair value of the hedged item relating to the hedged risk to both be recorded in the Consolidated Statements of Earnings.

The Company enters into interest rate swaps as part of its mortgage banking and intermediary operations. These swap agreements require the periodic exchange of net interest payments without the exchange of the notional principal amount on which the payments are based. These instruments are not designated as hedging instruments. Changes in fair value are recorded in Net investment income and other in the Consolidated Statements of Earnings.

The Company also enters into total return swaps and forward agreements to manage its exposure to fluctuations in the total return of its common shares related to deferred compensation arrangements. Total return swap and forward agreements require the exchange of net contractual payments periodically or at maturity without the exchange of the notional principal amounts on which the payments are based. Certain of these derivatives are not designated as hedging instruments and changes in fair value are recorded in Non-commission expense in the Consolidated Statements of Earnings.

Derivatives continue to be utilized on a basis consistent with the risk management policies of the Company and are monitored by the Company for effectiveness as economic hedges even if specific hedge accounting requirements are not met.

**OFFSETTING OF FINANCIAL ASSETS AND LIABILITIES**

Financial assets and liabilities are offset and the net amount is presented on the Consolidated Balance Sheets when the Company has a legally enforceable right to set off the recognized amounts and intends to settle on a net basis or to realize the assets and settle the liabilities simultaneously.

**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, *Financial Instruments: Recognition and Measurement*, 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 credit 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.

The transition to IFRS 9 is managed by a committee comprised of senior levels of management. Periodic reporting on the progress against plan is provided to this committee and other affected stakeholders within the Company. To date, the Company's efforts have been focused on updating accounting policies to address key aspects of the Standard including classification and measurement of financial instruments, reviewing the impact to its impairment models and assessing the use of hedge accounting under IFRS 9.

**IFRS 9 Financial Instruments** *(continued)*

IFRS 9 is effective for annual periods beginning on or after January 1, 2018, and is to be applied retrospectively; however restatement of comparative periods is not required. The Company will recognize any measurement difference between the previous carrying amount and the new carrying amount on January 1, 2018, through an adjustment to opening retained earnings.

The application of IFRS 9 as at January 1, 2018 will result in the following changes to the current classification of assets under IAS 39.

- Loans of \$263.5 million currently classified as held for trading will be reclassified to amortized cost resulting in the capitalization and amortization of issue costs and the reversal of mortgage premiums and discounts currently recognized under IAS 39.
- Proprietary investment funds of \$19.9 million currently classified as available for sale will be reclassified to fair value through profit and loss.
- The Company will elect to classify Corporate investments of \$262.8 million at Fair value through other comprehensive income. Under this election, unrealized gains and losses on these investments will never be recycled through profit or loss.

The cumulative impact of the above changes will result in an increase to opening retained earnings of approximately \$36.3 million as at January 1, 2018.

The Company will adopt the hedge accounting requirements of IFRS 9 beginning January 1, 2018.

The Company has also elected to apply the temporary exemption included within IFRS 17 – Insurance Contracts which provides relief from the requirements to apply IFRS 9 accounting to the Company's investment in Lifeco. Insurance companies in Canada have generally elected to defer adoption of IFRS 9. As a result, this temporary exemption means that the Company will not be required to restate Lifeco's results to be in accordance with IFRS 9.

The application of the expected credit loss model will not have a material impact to the Company's loan loss provision.

**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 reporting periods beginning on or after January 1, 2018. Entities have the choice of full retrospective application or prospective application with additional disclosures.

IFRS 15 outlines various criteria for the eligibility of capitalizing contract costs. Determining whether the customer is the fund or the end investor can impact whether costs should be capitalized as a cost of obtaining a contract with a customer or whether they should be assessed as a cost of fulfilling a contract with a customer. Significant judgment is required in determining whether fulfillment costs should be expensed or capitalized. IFRS 15 could therefore result in changes to the timing of recognition of certain commission related expenses.

Due to recent developments in the interpretation of the guidance on fulfillment costs, the Company continues to assess the impact to certain commission payments and related expenses.

The adoption of IFRS 15 is not expected to have a significant impact to the ongoing recognition of the Company's revenues.

**IFRS 16 Leases**

The IASB issued IFRS 16 which requires a lessee to recognize a right-of-use asset representing its right to use the underlying leased asset and a corresponding lease liability representing its obligation to make lease payments for all leases. A lessee recognizes the related expense as depreciation on the right-of-use asset and interest on the lease liability. Short-term (less than 12 months) and low-value asset leases are exempt from these requirements. The standard is effective for annual reporting periods beginning on or after January 1, 2019. The impact of this standard is currently being assessed.

### NOTE 3 NON-COMMISSION EXPENSE

	2017	2016
Salaries and employee benefits	\$ 414,808	\$ 440,199
Restructuring and other	190,550	–
Occupancy	56,140	55,440
Amortization of capital and intangible assets	55,767	43,006
Other	395,369	376,957
	<b>\$ 1,112,634</b>	<b>\$ 915,602</b>

In 2017, the Company implemented a number of initiatives to assist in the Company's operational effectiveness resulting in Restructuring and other charges of \$190.6 million.

### NOTE 4 SECURITIES

	2017		2016	
	COST	FAIR VALUE	COST	FAIR VALUE
Available for sale:				
Corporate investments	\$ 215,050	\$ 262,825	\$ 141,641	\$ 151,949
Proprietary investment funds	19,601	19,931	6,097	6,431
	<b>234,651</b>	<b>282,756</b>	147,738	158,380
Fair value through profit or loss:				
Equity securities	17,115	17,062	15,523	17,695
Proprietary investment funds	79,575	79,878	49,407	49,109
	<b>96,690</b>	<b>96,940</b>	64,930	66,804
	<b>\$ 331,341</b>	<b>\$ 379,696</b>	\$ 212,668	\$ 225,184

#### AVAILABLE FOR SALE

##### **Corporate Investments**

Corporate investments is primarily comprised of the Company's investments in Personal Capital Corporation (Personal Capital), Wealthsimple Financial Corporation (Wealthsimple) and Portag3 Ventures LP (Portag3).

Personal Capital is a digital wealth advisor that is incorporated in and operates in the U.S. Wealthsimple is an online investment manager that provides financial investment guidance. Portag3 is an early-stage investment fund dedicated to backing innovating financial services companies. Wealthsimple and Portag3 are both controlled by the Company's parent, Power Financial Corporation.

In 2017, the Company invested \$73.4 million in Corporate investments, with investments of \$25.0 million related to Personal Capital and \$42.6 million related to Wealthsimple. Subsequent to December 31, 2017, the Company increased its investment in Wealthsimple by a total of \$45.0 million including the conversion of a \$15.0 million loan to equity (Note 7). In 2016, the Company invested \$135.9 million, with investments of \$97.3 million related to Personal Capital, \$20.0 million related to Wealthsimple and \$15.0 million related to Portag3.

##### **Proprietary Investment Funds**

The Company manages and provides services and earns management and administration fees, in respect of investment funds that are not recognized in the Consolidated Balance Sheets. As at December 31, 2017, there were \$149.8 billion in investment fund assets under management (2016 – \$137.0 billion). The Company's investments in proprietary investment funds are classified on the Company's Consolidated Balance Sheets as available for sale securities. These investments are generally made in the process of launching a new fund and are sold as third party investors subscribe. This balance represents the Company's maximum exposure to loss associated with these investments.

NOTE 4 SECURITIES (continued)

FAIR VALUE THROUGH PROFIT OR LOSS

*Proprietary Investment Funds*

Certain investment funds are consolidated where the Company has made the assessment that it controls the investment fund. As at December 31, 2017, the underlying investments related to these consolidated investment funds primarily consisted of cash and short-term investments of \$14.2 million (2016 – \$18.1 million), equity securities of \$48.6 million (2016 – \$31.3 million) and fixed income securities of \$17.3 million (2016 – nil). The underlying securities of these funds are classified as held for trading and recognized at fair value.

NOTE 5 LOANS

	CONTRACTUAL MATURITY			2017 TOTAL	2016 TOTAL
	1 YEAR OR LESS	1 – 5 YEARS	OVER 5 YEARS		
<b>Loans and receivables</b>					
Residential mortgages	\$ 1,167,626	\$ 6,393,971	\$ 2,400	\$ 7,563,997	\$ 7,644,525
Less: Collective allowance				806	722
				<u>7,563,191</u>	<u>7,643,803</u>
<b>Held for trading</b>				<u>286,682</u>	<u>339,466</u>
				<u>\$ 7,849,873</u>	<u>\$ 7,983,269</u>

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

Balance, beginning of year	\$	722	\$	705
Write-offs, net of recoveries		(612)		(502)
Provision for credit losses		696		519
Balance, end of year	\$	806	\$	722

Total impaired loans as at December 31, 2017 were \$2,842 (2016 – \$2,607).

Total interest income on loans classified as loans and receivables was \$201.8 million (2016 – \$194.2 million). Total interest expense on obligations to securitization entities, related to securitized loans, was \$138.0 million (2016 – \$128.7 million). Gains realized on the sale of residential mortgages totalled \$7.5 million (2016 – \$16.1 million). Fair value adjustments related to mortgage banking operations totalled negative \$31.3 million (2016 – negative \$2.3 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.

## NOTE 6 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 offsetting liabilities for the net proceeds received as Obligations to securitization entities which are recorded 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 positive fair value of \$4.1 million at December 31, 2017 (2016 – negative \$23.1 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 recorded 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.

	SECURITIZED MORTGAGES	OBLIGATIONS TO SECURITIZATION ENTITIES	NET
<b>2017</b>			
Carrying value			
NHA MBS and CMB Program	\$ 4,461,926	\$ 4,470,908	\$ (8,982)
Bank sponsored ABCP	3,076,083	3,125,120	(49,037)
Total	\$ 7,538,009	\$ 7,596,028	\$ (58,019)
Fair value	\$ 7,649,591	\$ 7,657,761	\$ (8,170)
<b>2016</b>			
Carrying value			
NHA MBS and CMB Program	\$ 4,942,474	\$ 4,987,298	\$ (44,824)
Bank sponsored ABCP	2,672,817	2,733,726	(60,909)
Total	\$ 7,615,291	\$ 7,721,024	\$ (105,733)
Fair value	\$ 7,838,295	\$ 7,873,118	\$ (34,823)

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.



## NOTE 7 OTHER ASSETS

	2017		2016	
China Asset Management Co., Ltd.	\$	–	\$	193,463
Deferred and prepaid expenses		<b>47,962</b>		43,428
Other		<b>16,596</b>		3,618
	\$	<b>64,558</b>	\$	240,509

As at December 31, 2017, Other assets included a loan of \$15.0 million that was provided to Wealthsimple during the quarter. Subsequent to December 31, 2017, the Company converted the \$15.0 million loan to equity (Note 4).

As at December 31, 2016, Other assets included a deposit of \$193.5 million (RMB¥1.0 billion) related to the Company's investment in China AMC, which closed August 31, 2017 (Note 8).

Total other assets of \$19.8 million as at December 31, 2017 (2016 – \$19.8 million) are expected to be realized within one year.

## NOTE 8 INVESTMENT IN ASSOCIATES

	LIFECO		CHINA AMC		2017 TOTAL		2016 TOTAL	
Balance, beginning of year	\$	888,851	\$	–	\$	888,851	\$	904,257
Additional investment		–		638,349		<b>638,349</b>		–
Proportionate share of earnings <sup>(1)</sup>		105,730		9,042		<b>114,772</b>		104,226
Proportionate share of associate's one-time charges <sup>(1)</sup>		(14,000)		–		<b>(14,000)</b>		–
Proportionate share of associate's provision <sup>(1)</sup>		(5,098)		–		<b>(5,098)</b>		–
Dividends received		(58,334)		(10,770)		<b>(69,104)</b>		(54,996)
Proportionate share of other comprehensive income (loss) and other adjustments		(14,016)		11,259		<b>(2,757)</b>		(64,636)
Balance, end of year	\$	903,133	\$	647,880	\$	<b>1,551,013</b>	\$	888,851

(1) Recorded in Proportionate share of associates' earnings in the Consolidated Statements of Earnings.

### GREAT-WEST LIFECO INC. (LIFECO)

Lifeco is a publicly listed company that is incorporated and domiciled in Canada and is controlled by Power Financial Corporation. Lifeco is a financial services holding company with interests in the life insurance, health insurance, retirement savings, investment management and reinsurance businesses, primarily in Canada, the United States, Europe and Asia.

At December 31, 2017, the Company held 39,737,388 (2016 – 39,737,388) shares of Lifeco, which represented an equity interest of 4.0% (2016 – 4.0%). The Company uses the equity method to account for its investment in Lifeco as it exercises significant influence. Significant influence arises from several factors, including but not limited to, the following: common control of Lifeco by Power Financial Corporation, directors common to the boards of the Company and Lifeco, certain shared strategic alliances, significant intercompany transactions and service agreements that influence the financial and operating policies of both companies. The Company's proportionate share of Lifeco's earnings is recorded in the Consolidated Statements of Earnings.

During 2017, Lifeco established a restructuring provision, and recorded charges related to the impact of the United States tax reform and pending sale of an equity investment. The Company's after-tax proportionate share of the restructuring provision and the one-time charges are \$5.1 million and \$14.0 million, respectively.

The fair value of the Company's investment in Lifeco totalled \$1,393.2 million at December 31, 2017 (December 31, 2016 – \$1,397.6 million).

Lifeco directly owned 9,200,000 shares of the Company at December 31, 2017.

Lifeco's financial information as at December 31, 2017 can be obtained in its publicly available information.

NOTE 8 INVESTMENT IN ASSOCIATES (continued)

**CHINA ASSET MANAGEMENT CO., LTD. (CHINA AMC)**

On August 31, 2017, the Company finalized its investment in China AMC which resulted in a 13.9% ownership interest at a total cost of \$638.3 million. The \$638.3 million is comprised of a cash payment made during 2017 of \$439.3 million, conversion of a deposit made in the fourth quarter of 2016 and transaction costs.

China AMC is an asset management company established in Beijing, China and is controlled by CITIC Securities Company Limited.

As at December 31, 2017, the Company held a 13.9% ownership interest in China AMC. The Company uses the equity method to account for its investment in China AMC as it exercises significant influence. Significant influence arises from board representation, participating in the policy making process, shared strategic initiatives including joint product launches and collaboration between management and investment teams.

The following table sets forth certain summary financial information from China AMC:

AS AT DECEMBER 31, 2017 (\$ millions)	CANADIAN DOLLARS	CHINESE RENMINBI
Total assets	1,827	9,464
Total liabilities	405	2,097
<hr/>		
FOR THE YEAR ENDED DECEMBER 31, 2017 <sup>(1)</sup>		
Revenue	752	3,913
Net earnings available to common shareholders	263	1,367
Total comprehensive income	207	1,077

(1) Full year earnings presented; however the Company's proportionate share of China AMC earnings was effective August 31, 2017.

NOTE 9 DEFERRED SELLING COMMISSIONS

	2017	2016
Cost	\$ 1,429,042	\$ 1,374,250
Less: accumulated amortization	(661,727)	(647,642)
	\$ 767,315	\$ 726,608
<hr/>		
Changes in deferred selling commissions:		
Balance, beginning of year	\$ 726,608	\$ 727,527
Changes due to:		
Sales of investment funds	271,578	234,868
Amortization	(230,871)	(235,787)
	40,707	(919)
Balance, end of year	\$ 767,315	\$ 726,608

Amortization of deferred selling commissions includes \$24.2 million (2016 – \$31.2 million) of disposals related to redemption activity and is recorded in Commission expense in the Consolidated Statements of Earnings.

## NOTE 10 GOODWILL AND INTANGIBLE ASSETS

The components of goodwill and intangible assets are as follows:

	FINITE LIFE		INDEFINITE LIFE		TOTAL INTANGIBLE ASSETS	GOODWILL
	SOFTWARE	DISTRIBUTION AND OTHER MANAGEMENT CONTRACTS	MUTUAL FUND MANAGEMENT CONTRACTS	TRADE NAMES		
<b>2017</b>						
Cost	\$ 206,928	\$ 112,916	\$ 740,559	\$ 285,177	\$ 1,345,580	\$ 2,660,267
Less: accumulated amortization	(87,909)	(73,220)	-	-	(161,129)	-
	\$ 119,019	\$ 39,696	\$ 740,559	\$ 285,177	\$ 1,184,451	\$ 2,660,267
Changes in goodwill and intangible assets:						
Balance, beginning of year	\$ 199,239	\$ 42,814	\$ 740,559	\$ 285,177	\$ 1,267,789	\$ 2,660,267
Additions	31,599	2,618	-	-	34,217	-
Disposals	(3,195)	(594)	-	-	(3,789)	-
Writedowns	(92,352)	-	-	-	(92,352)	-
Amortization	(16,272)	(5,142)	-	-	(21,414)	-
Balance, end of year	\$ 119,019	\$ 39,696	\$ 740,559	\$ 285,177	\$ 1,184,451	\$ 2,660,267
<b>2016</b>						
Cost	\$ 289,032	\$ 111,465	\$ 740,559	\$ 285,177	\$ 1,426,233	\$ 2,660,267
Less: accumulated amortization	(89,793)	(68,651)	-	-	(158,444)	-
	\$ 199,239	\$ 42,814	\$ 740,559	\$ 285,177	\$ 1,267,789	\$ 2,660,267
Changes in goodwill and intangible assets:						
Balance, beginning of year	\$ 144,353	\$ 49,631	\$ 740,559	\$ 285,177	\$ 1,219,720	\$ 2,660,267
Additions	63,506	862	-	-	64,368	-
Disposals	(90)	(1,675)	-	-	(1,765)	-
Amortization	(8,530)	(6,004)	-	-	(14,534)	-
Balance, end of year	\$ 199,239	\$ 42,814	\$ 740,559	\$ 285,177	\$ 1,267,789	\$ 2,660,267

In 2017, the Company discontinued development of a new investment fund accounting system. As a result of this, and other associated technology decisions, the Company recorded a writedown of \$92.4 million of capitalized software development costs which was recorded in Non-commission expense in the Consolidated Statements of Earnings.

The goodwill and indefinite life intangible assets consisting of investment fund management contracts and trade names are allocated to each cash generating unit (CGU) as summarized in the following table:

	2017		2016	
	GOODWILL	INDEFINITE LIFE INTANGIBLE ASSETS	GOODWILL	INDEFINITE LIFE INTANGIBLE ASSETS
Investors Group	\$ 1,347,781	\$ -	\$ 1,347,781	\$ -
Mackenzie	1,168,580	1,002,681	1,168,580	1,002,681
Other	143,906	23,055	143,906	23,055
Total	\$ 2,660,267	\$ 1,025,736	\$ 2,660,267	\$ 1,025,736

## NOTE 10 GOODWILL AND INTANGIBLE ASSETS *(continued)*

The Company tests whether goodwill and indefinite life intangible assets are impaired by assessing the carrying amounts with the recoverable amounts. The recoverable amount of the Company's CGUs is based on the best available evidence of fair value less costs of disposal. Fair value is initially assessed with reference to valuation multiples of comparable publicly-traded financial institutions and precedent business acquisition transactions. These valuation multiples may include price-to-earnings or other conventionally used measures for investment managers or other financial service providers (multiples of value to assets under management, revenues, or other measures of profitability). This assessment may give regard to a variety of relevant considerations, including expected growth, risk and capital market conditions, among other factors. The valuation multiples used in assessing fair value represent Level 2 fair value inputs.

The fair value less costs of disposal of the Company's CGUs was compared with the carrying amount and it was determined there was no impairment. Changes in assumptions and estimates used in determining the recoverable amounts of CGUs can result in significant adjustments to the valuation of the CGUs.

## NOTE 11 DEPOSITS AND CERTIFICATES

Deposits and certificates are classified as other financial liabilities measured at amortized cost.

Included in the assets of the Consolidated Balance Sheets are cash and cash equivalents, client funds on deposit and loans amounting to \$505.0 million (2016 – \$471.2 million) related to deposits and certificates.

	DEMAND	TERM TO MATURITY			2017 TOTAL	2016 TOTAL
		1 YEAR OR LESS	1-5 YEARS	OVER 5 YEARS		
Deposits	\$ 489,919	\$ 5,895	\$ 6,101	\$ 573	\$ 502,488	\$ 468,388
Certificates	–	584	811	1,113	2,508	2,814
	\$ 489,919	\$ 6,479	\$ 6,912	\$ 1,686	\$ 504,996	\$ 471,202

## NOTE 12 OTHER LIABILITIES

	2017	2016
Dividends payable	\$ 137,587	\$ 137,503
Interest payable	38,795	27,406
Accrued benefit liabilities <i>(Note 13)</i>	184,462	216,387
Provisions	92,918	32,052
Other	37,518	34,595
	\$ 491,280	\$ 447,943

The Company establishes restructuring provisions related to business acquisitions, divestitures and other items, as well as other provisions in the normal course of its operations. Changes in provisions during 2017 consisted of additional estimates of \$95.2 million, provision reversals of \$1.6 million and payments of \$32.7 million.

Total other liabilities of \$279.1 million as at December 31, 2017 (2016 – \$207.6 million) are expected to be settled within one year.

## NOTE 13 EMPLOYEE BENEFITS

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### DEFINED BENEFIT PLANS

The Company maintains a number of employee pension and post-employment benefit plans. These plans include a funded registered defined benefit pension plan for all eligible employees, unfunded supplementary executive retirement plans (SERPs) for certain executive officers, and an unfunded post-employment health care, dental and life insurance plan for eligible retirees.

Effective July 1, 2012, the defined benefit pension plan was closed to new members. For all eligible employees hired after July 1, 2012, the Company has a registered defined contribution pension plan.

The defined benefit pension plan is a separate trust that is legally separated from the Company. The defined benefit pension plan is registered under the Pension Benefits Act of Manitoba (Act) and the Income Tax Act (ITA). As required by the Act, the defined benefit pension plan is governed by a pension committee which includes current and retired employees. The Pension Committee has certain responsibilities as described in the Act but may delegate certain activities to the Company. The ITA governs the employer's ability to make contributions and also has parameters that the plan must meet with respect to investments in foreign property.

The defined benefit pension plan provides lifetime pension benefits to all eligible employees based on length of service and final average earnings subject to limits established by the ITA. Death benefits are available on the death of an active member or a retired member.

Employees who are not senior officers are required to make annual contributions based on a percentage of salaries which are subject to a maximum amount.

The actuarial valuation for funding purposes related to the Company's registered defined benefit pension plan, based on a measurement date of December 31, 2016, was completed in September 2017. Based on the actuarial valuation, the registered pension plan had a solvency deficit of \$82.7 million compared to \$23.4 million in the previous actuarial valuation, which was based on a measurement date of December 31, 2013. The increase in solvency deficit resulted primarily from lower interest rates, and is required to be funded over five years. During 2017, the Company made contributions of \$37.8 million (2016 – \$19.7 million). The Company expects to make contributions of approximately \$47.3 million in 2018. 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 next required actuarial valuation will be based on a measurement date of December 31, 2017.

The SERPs are non-registered, non-contributory defined benefit plans which provide supplementary benefits to certain retired executives.

The other post-employment benefit plan is a non-contributory plan and provides eligible employees a reimbursement of medical costs or a fixed amount per year to cover medical costs during retirement.

The SERPs and other post-employment benefit plans are managed by the Company with oversight from the Board of Directors.

The defined benefit plans expose the Company to actuarial risks such as mortality risk which represents life expectancy and impacts the calculation of the obligations; interest rate risk which impacts the discount rate used to calculate the obligations and the actual return on plan assets; salary risk as estimated salary increases are used in the calculation of the obligations; and investment risk as the nature of the investments impact the actual return on the plan assets. The risks are managed by regular monitoring of the plans, applicable regulations and other factors that could impact the Company's expenses and cash flows.

NOTE 13 EMPLOYEE BENEFITS (continued)

DEFINED BENEFIT PLANS (continued)

Plan assets, benefit obligations and funded status:

	2017			2016		
	DEFINED BENEFIT PENSION PLAN	SERPS	OTHER POST-EMPLOYMENT BENEFITS	DEFINED BENEFIT PENSION PLAN	SERPS	OTHER POST-EMPLOYMENT BENEFITS
<b>Fair value of plan assets</b>						
Balance, beginning of year	\$ 372,087	\$ -	\$ -	\$ 336,278	\$ -	\$ -
Employee contributions	3,005	-	-	3,179	-	-
Employer contributions	37,782	-	-	19,674	-	-
Benefits paid	(22,318)	-	-	(18,013)	-	-
Interest income	15,527	-	-	14,443	-	-
Remeasurements:						
- Return on plan assets	11,604	-	-	16,526	-	-
Balance, end of year	417,687	-	-	372,087	-	-
<b>Accrued benefit obligation</b>						
Balance, beginning of year	481,201	62,461	44,812	439,167	56,481	48,812
Benefits paid	(22,313)	(2,751)	(2,707)	(18,013)	(2,958)	(2,192)
Current service cost	23,264	1,453	921	21,173	1,102	1,082
Past service cost	-	(2,972)	(703)	-	2,860	-
Plan amendment	(50,381)	-	-	-	-	-
Curtailment loss	2,514	-	-	-	-	-
Employee contributions	3,005	-	-	3,179	-	-
Interest expense	19,186	2,335	1,612	18,405	2,240	1,843
Remeasurements:						
Actuarial losses (gains)						
- Demographic assumption	-	-	-	-	-	(4,856)
- Experience adjustments	(1,439)	271	223	(169)	1,854	(822)
- Financial assumptions	38,573	2,337	1,247	17,459	882	945
Balance, end of year	493,610	63,134	45,405	481,201	62,461	44,812
<b>Accrued benefit liability</b>	<b>\$ 75,923</b>	<b>\$ 63,134</b>	<b>\$ 45,405</b>	<b>\$ 109,114</b>	<b>\$ 62,461</b>	<b>\$ 44,812</b>

The Company, at its discretion, may from time to time increase certain benefits paid to retired members of the plan. Under its previous policy, the Company had granted benefit increases in most years and the obligation included an estimate for future increases. The Company does not expect to grant benefit increases in the foreseeable future. As a result of this change, in 2017, the Company revalued its pension obligation and has recognized a reduction to its obligation of \$50.4 million as a decrease to non-commission expense.

Significant actuarial assumptions used to calculate the defined benefit obligation:

	2017			2016		
	DEFINED BENEFIT PENSION PLAN	SERPS	OTHER POST-EMPLOYMENT BENEFITS	DEFINED BENEFIT PENSION PLAN	SERPS	OTHER POST-EMPLOYMENT BENEFITS
Discount rate	3.60%	3.30%	3.45%	4.05%	3.60%-3.90%	3.70%
Rate of compensation increase	3.90%	3.75%	N/A	3.90%	3.75%	N/A
Health care cost trend rate <sup>(1)</sup>	N/A	N/A	5.77%	N/A	N/A	5.83%
Mortality rates at age 65 for current pensioners	23.5 years	23.5 years	23.5 years	23.5 years	23.5 years	23.5 years

(1) Trending to 4.50% in 2034 and remaining at that rate thereafter.

NOTE 13 EMPLOYEE BENEFITS (continued)

**DEFINED BENEFIT PLANS** (continued)

The weighted average duration of the pension plans' defined benefit obligation at the end of the reporting period is 17.6 years (2016 – 18.4 years).

Benefit expense:

	2017			2016		
	DEFINED BENEFIT PENSION PLAN	SERPS	OTHER POST-EMPLOYMENT BENEFITS	DEFINED BENEFIT PENSION PLAN	SERPS	OTHER POST-EMPLOYMENT BENEFITS
Current service cost	\$ 23,269	\$ 1,453	\$ 921	\$ 21,173	\$ 1,102	\$ 1,082
Past service cost	–	(2,972)	(703)	–	2,860	–
Plan amendment	(50,381)	–	–	–	–	–
Curtailment loss	2,514	–	–	–	–	–
Net interest cost	3,659	2,335	1,612	3,962	2,240	1,843
	\$ (20,939)	\$ 816	\$ 1,830	\$ 25,135	\$ 6,202	\$ 2,925

Sensitivity analysis:

The calculation of the accrued benefit liability and the related benefit expense are sensitive to the significant actuarial assumptions. The following table presents the sensitivity analysis:

	2017		2016	
	INCREASE (DECREASE) IN LIABILITY	INCREASE (DECREASE) IN EXPENSE	INCREASE (DECREASE) IN LIABILITY	INCREASE (DECREASE) IN EXPENSE
<b>Defined benefit pension plan</b>				
Discount rate (+ / – 0.25%)				
Increase	\$ (20,503)	\$ (1,771)	\$ (19,883)	\$ (1,667)
Decrease	21,883	1,809	21,246	1,709
Rate of compensation increase (+ / – 0.25%)				
Increase	6,538	893	8,106	850
Decrease	(6,440)	(880)	(8,017)	(835)
Mortality				
Increase 1 year	9,847	888	10,762	775
<b>SERPs</b>				
Discount rate (+ / – 0.25%)				
Increase	(1,767)	36	(1,822)	32
Decrease	1,850	(40)	1,909	(36)
Rate of compensation increase (+ / – 0.25%)				
Increase	77	27	119	23
Decrease	(76)	(26)	(117)	(23)
Mortality				
Increase 1 year	1,467	63	1,419	57
<b>Other post-employment benefits</b>				
Discount rate (+ / – 0.25%)				
Increase	(1,150)	33	(1,183)	25
Decrease	1,201	(34)	1,238	(26)
Health care cost trend rates (+ / – 1.00%)				
Increase	2,016	76	2,060	76
Decrease	(1,734)	(64)	(1,770)	(64)
Mortality				
Increase 1 year	1,459	65	1,383	71

## NOTE 13 EMPLOYEE BENEFITS *(continued)*

### DEFINED BENEFIT PLANS *(continued)*

The sensitivity analyses are based on a change in an assumption while holding all other assumptions constant. In practice, this is unlikely to occur as changes in certain assumptions may be correlated.

Asset allocation of defined benefit pension plan by asset category:

	2017	2016
Equity securities	66.6 %	67.5 %
Fixed income securities	29.1	31.7
Cash and cash equivalents	4.3	0.8
	<b>100.0 %</b>	<b>100.0 %</b>

The defined benefit pension plan adheres to its Statement of Investment Policies and Procedures which includes investment objectives, asset allocation guidelines and investment limits by asset class. The defined benefit pension plan assets are invested in proprietary investment funds with the exception of cash on deposit with Schedule I Canadian chartered banks.

### DEFINED CONTRIBUTION PENSION PLANS

The Company maintains a number of defined contribution pension plans for eligible employees. The total expense recorded in Non-commission expense was \$4.4 million (2016 – \$3.4 million).

### GROUP RETIREMENT SAVINGS PLAN (RSP)

The Company maintains a group RSP for eligible employees. The Company's contributions are recorded in Non-commission expense as paid and totalled \$6.4 million (2016 – \$6.2 million).

## NOTE 14 INCOME TAXES

Income tax expense:

	2017	2016
<b>Income taxes recognized in net earnings</b>		
Current taxes		
Tax on current year's earnings	\$ 152,502	\$ 193,151
Adjustments in respect of prior years	(3,892)	(37,682)
	<b>148,610</b>	<b>155,469</b>
Deferred taxes	<b>25,277</b>	<b>12,164</b>
	<b>\$ 173,887</b>	<b>\$ 167,633</b>

Effective income tax rate:

	2017	2016
Income taxes at Canadian federal and provincial statutory rates	<b>26.84 %</b>	26.84 %
Effect of:		
Proportionate share of associates' earnings <i>(Note 8)</i>	<b>(3.81)</b>	(2.96)
Proportionate share of associate's one-time charges <i>(Note 8)</i>	<b>0.48</b>	–
Proportionate share of associate's provision <i>(Note 8)</i>	<b>0.17</b>	–
Tax loss consolidation <i>(Note 25)</i>	<b>(1.55)</b>	(2.56)
Reduction in income tax estimates related to certain tax filings	–	(3.59)
Other items	<b>0.03</b>	(0.03)
Effective income tax rate	<b>22.16 %</b>	17.70 %



NOTE 14 INCOME TAXES (continued)

**DEFERRED INCOME TAXES**

Sources of deferred income taxes:

	2017	2016
Deferred income tax assets		
Accrued benefit liabilities	\$ 49,771	\$ 58,395
Loss carryforwards	15,002	3,693
Other	43,170	46,331
	<b>107,943</b>	<b>108,419</b>
Deferred income tax liabilities		
Deferred selling commissions	203,976	193,214
Intangible assets	264,487	263,783
Other	42,681	30,727
	<b>511,144</b>	<b>487,724</b>
	<b>\$ 403,201</b>	<b>\$ 379,305</b>

Deferred income tax assets and liabilities are presented on the Consolidated Balance Sheets as follows:

	2017	2016
Deferred income tax assets	\$ 60,661	\$ 61,454
Deferred income tax liabilities	463,862	440,759
	<b>\$ 403,201</b>	<b>\$ 379,305</b>

NOTE 15 LONG-TERM DEBT

MATURITY	RATE	SERIES	2017	2016
March 7, 2018	6.58%	2003	\$ 150,000	\$ 150,000
April 8, 2019	7.35%	2009	375,000	375,000
January 26, 2027	3.44%	2017	400,000	-
December 13, 2027	6.65%	1997	125,000	125,000
May 9, 2031	7.45%	2001	150,000	150,000
December 31, 2032	7.00%	2002	175,000	175,000
March 7, 2033	7.11%	2003	150,000	150,000
December 10, 2040	6.00%	2010	200,000	200,000
January 25, 2047	4.56%	2017	200,000	-
December 9, 2047	4.115%	2017	250,000	-
			<b>\$ 2,175,000</b>	<b>\$ 1,325,000</b>

Long-term debt consists of unsecured debentures which are redeemable by the Company, in whole or in part, at any time, at the greater of par and a formula price based upon yields at the time of redemption.

Long-term debt is classified as other financial liabilities and is recorded at amortized cost.

Interest expense relating to long-term debt was \$114.2 million (2016 – \$92.2 million).

On January 26, 2017, the Company issued \$400 million of 10 year, 3.44% debentures and \$200 million of 30 year, 4.56% debentures. On December 7, 2017, the Company issued \$250 million of 30 year, 4.115% debentures. These offerings were made pursuant to prospectus supplements to the Company's short form base shelf prospectus dated November 29, 2016.

## NOTE 16 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

	2017		2016	
	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 year	240,515,968	\$ 1,597,208	244,788,138	\$ 1,623,948
Issued under Stock Option Plan (Note 18)	150,163	5,518	74,430	2,099
Purchased for cancellation	–	–	(4,346,600)	(28,839)
Balance, end of year	240,666,131	\$ 1,602,726	240,515,968	\$ 1,597,208

### NORMAL COURSE ISSUER BID

There were no shares purchased in 2017 (2016 – 4,346,600 shares purchased at a cost of \$155.7 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, 2017 which is effective until March 19, 2018. Pursuant to this bid, the Company may purchase up to 12.0 million or 5% of its common shares outstanding as at February 28, 2017. On March 20, 2016, the Company commenced a normal course issuer bid, effective until March 19, 2017, which authorized it to purchase up to 12.1 million or 5% of its common shares outstanding as at March 10, 2016.

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.

## NOTE 17 CAPITAL MANAGEMENT

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 capital 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. 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.

## NOTE 17 CAPITAL MANAGEMENT *(continued)*

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The total outstanding long-term debt was \$2,175.0 million at December 31, 2017, compared to \$1,325.0 million at December 31, 2016. 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.

On January 26, 2017, the Company issued \$600 million of debentures. The net proceeds were used by IGM Financial to finance a substantial portion of the announced acquisitions of its equity interest in China AMC (Note 8) and for general corporate purposes. On December 7, 2017, the Company issued \$250 million of debentures. The net proceeds will be used by IGM Financial to repay upcoming long-term debt maturities and for general corporate purposes.

Perpetual preferred shares of \$150 million at December 31, 2017 remain unchanged from December 31, 2016.

The Company commenced a normal course issuer bid on March 20, 2017, which is effective until March 19, 2018, 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. There were no common shares purchased by the Company in 2017 (Note 16). Other activities in 2017 included the declaration of perpetual preferred share dividends of \$8.9 million or \$1.475 per share and common share dividends of \$541.4 million or \$2.25 per share. Changes in common share capital are reflected in the Consolidated Statements of Changes in Shareholders' Equity.

## NOTE 18 SHARE-BASED PAYMENTS

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### STOCK OPTION PLAN

Under the terms of the Company's Stock Option Plan (Plan), options to purchase common shares are periodically granted to employees at prices not less than the weighted average trading price per common share on the Toronto Stock Exchange for the five trading days preceding the date of the grant. The options are subject to time vesting conditions set out at the grant date. 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. At December 31, 2017, 20,806,098 (2016 – 20,956,261) common shares were reserved for issuance under the Plan.

During 2017, the Company granted 1,418,930 options to employees (2016 – 2,226,665). The weighted-average fair value of options granted during the year ended December 31, 2017 has been estimated at \$2.52 per option (2016 – \$1.68) using the Black-Scholes option pricing model. The weighted-average closing share price at the grant dates was \$41.67. The assumptions used in these valuation models include:

	2017	2016
Exercise price	\$ 41.70	\$ 35.50
Risk-free interest rate	1.53%	0.95%
Expected option life	6 years	6 years
Expected volatility	17.00%	18.00%
Expected dividend yield	5.40%	6.34%

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. Stock options were exercised regularly throughout 2017 and the average share price in 2017 was \$41.55.

The Company recorded compensation expense related to its stock option program of \$3.5 million (2016 – \$4.1 million).

NOTE 18 SHARE-BASED PAYMENTS *(continued)*

STOCK OPTION PLAN *(continued)*

	2017		2016	
	NUMBER OF OPTIONS	WEIGHTED- AVERAGE EXERCISE PRICE	NUMBER OF OPTIONS	WEIGHTED- AVERAGE EXERCISE PRICE
Balance, beginning of year	8,484,030	\$ 43.16	7,441,165	\$ 44.80
Granted	1,418,930	41.70	2,226,665	35.50
Exercised	(150,163)	33.77	(74,430)	26.67
Forfeited	(840,049)	48.42	(1,109,370)	39.86
Balance, end of year	8,912,748	\$ 42.59	8,484,030	\$ 43.16
Exercisable, end of year	4,063,668	\$ 44.09	3,858,518	\$ 44.73

OPTIONS OUTSTANDING AT DECEMBER 31, 2017	EXPIRY DATE	EXERCISE PRICE \$	OPTIONS OUTSTANDING	OPTIONS EXERCISABLE
	2018	43.19 – 44.60	168,320	168,320
	2019	26.67 – 44.00	264,090	264,090
	2020	40.45 – 42.82	715,021	715,021
	2021	42.49 – 46.72	512,372	488,921
	2022	45.56 – 47.23	817,576	700,142
	2023	44.73 – 47.26	1,079,942	701,177
	2024	53.81	847,191	441,970
	2025	43.28 – 43.97	1,126,129	343,481
	2026	34.88 – 38.17	2,010,432	240,546
	2027	39.71 – 41.74	1,371,675	–
			8,912,748	4,063,668

PERFORMANCE SHARE UNIT PLAN

The Company has a Performance Share Unit (PSU) plan for eligible employees to assist in retaining and further aligning the interests of senior management with those of the shareholders. Under the terms of the plan, PSUs are awarded annually and are subject to time and performance vesting conditions. The value of each PSU is based on the share price of the Company's common shares. The PSUs are cash settled and vest over a three year period. Certain employees can elect at the time of grant to receive a portion of their PSUs in the form of deferred share units which vest over a three year period. Deferred share units are redeemable when a participant is no longer an employee of the Company or any of its affiliates by a lump sum payment based on the value of the deferred share unit at that time. Additional PSUs and deferred share units are issued in respect of dividends payable on common shares based on a value of the PSU or deferred share unit at the dividend payment date. The Company recorded compensation expense, excluding the impact of hedging, of \$14.0 million in 2017 (2016 – \$10.9 million) and a liability of \$23.3 million at December 31, 2017 (2016 – \$16.4 million).

SHARE PURCHASE PLANS

Under the Company's share purchase plans, eligible employees and Investors Group consultants can elect each year to have a percentage of their annual earnings withheld, subject to a maximum, to purchase the Company's common shares. The Company matches 50% of the contribution amounts. All contributions are used by the plan trustee to purchase common shares in the open market. Shares purchased with Company contributions vest after a maximum period of three years following the date of purchase. The Company's contributions are recorded in Non-commission expense as paid and totalled \$12.9 million (2016 – \$12.4 million).

## NOTE 18 SHARE-BASED PAYMENTS *(continued)*

### DEFERRED SHARE UNIT PLAN

The Company has a Deferred Share Unit (DSU) plan for the directors of the Company to promote a greater alignment of interest between directors and shareholders of the Company. Under the terms of the plan, directors are required to receive 50% of their annual board retainer in the form of DSUs and may elect to receive the balance of their annual board retainer in cash or DSUs. Directors may elect to receive certain fees in a combination of DSUs and cash. The number of DSUs granted is determined by dividing the amount of remuneration payable by the average closing price on the Toronto Stock Exchange of the common shares of the Company on the last five days of the fiscal quarter (value of DSU). A director who has elected to receive DSUs will receive additional DSUs in respect of dividends payable on common shares, based on the value of a DSU at the dividend payment date. DSUs are redeemable when a participant is no longer a director, officer or employee of the Company or any of its affiliates by cash payments, based on the value of the deferred share units at that time. At December 31, 2017, the fair value of the DSUs outstanding was \$16.1 million (2016 – \$12.9 million). Any difference between the change in fair value of the DSUs and the change in fair value of the total return swap, which is an economic hedge for the DSU plan, is recognized in Non-commission expense in the period in which the change occurs.

## NOTE 19 ACCUMULATED OTHER COMPREHENSIVE INCOME (LOSS)

	EMPLOYEE BENEFITS	AVAILABLE FOR SALE SECURITIES	INVESTMENT IN ASSOCIATES AND OTHER	TOTAL
<b>2017</b>				
Balance, beginning of year	\$ (110,913)	\$ 8,617	\$ 19,854	\$ (82,442)
Other comprehensive income (loss)	(21,616)	30,434	2,494	11,312
Balance, end of year	\$ (132,529)	\$ 39,051	\$ 22,348	\$ (71,130)
<b>2016</b>				
Balance, beginning of year	\$ (111,874)	\$ 2,658	\$ 77,222	\$ (31,994)
Other comprehensive income (loss)	961	5,959	(57,368)	(50,448)
Balance, end of year	\$ (110,913)	\$ 8,617	\$ 19,854	\$ (82,442)

Amounts are recorded net of tax.

## NOTE 20 RISK MANAGEMENT

The Company actively manages its liquidity, credit and market risks.

### LIQUIDITY AND FUNDING RISK RELATED TO FINANCIAL INSTRUMENTS

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:

- Maintaining liquid assets and lines of credit to satisfy near term liquidity needs.
- Ensuring effective controls over liquidity management processes.
- Performing regular cash forecasts and stress testing.
- Regular assessment of capital market conditions and the Company's ability to access bank and capital market funding.
- Ongoing efforts to diversify and expand long-term mortgage funding sources.
- Oversight of liquidity by management and by Committees of the Board of Directors.

## NOTE 20 RISK MANAGEMENT *(continued)*

### LIQUIDITY AND FUNDING RISK RELATED TO FINANCIAL INSTRUMENTS *(continued)*

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

The Company also maintains sufficient liquidity to fund and temporarily hold mortgages pending sale or securitization to long-term funding sources and to manage any derivative collateral requirements related to the mortgage banking operation. 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 National Housing Act Mortgage Backed Securities (NHA MBS) securities including sales to Canada Housing Trust under the Canada Mortgage Bond Program (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 the Principal Reinvestment Accounts.

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

The Company's contractual maturities of certain financial liabilities were as follows:

AS AT DECEMBER 31, 2017 (\$ millions)	DEMAND	LESS THAN 1 YEAR	1 – 5 YEARS	AFTER 5 YEARS	TOTAL
Derivative financial instruments	\$ –	\$ 7.0	\$ 21.4	\$ –	\$ 28.4
Deposits and certificates	489.9	6.5	6.9	1.7	505.0
Obligations to securitization entities	–	1,193.0	6,357.3	45.7	7,596.0
Long-term debt	–	150.0	375.0	1,650.0	2,175.0
Pension funding <sup>(1)</sup>	–	47.3	–	–	47.3
Total contractual maturities	\$ 489.9	\$ 1,403.8	\$ 6,760.6	\$ 1,697.4	\$ 10,351.7

*(1) The next required actuarial valuation will be completed based on a measurement date of December 31, 2017. Pension funding requirements beyond 2018 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.*

In addition to the Company'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 \$825 million as at December 31, 2017, unchanged from December 31, 2016. The lines of credit as at December 31, 2017 consisted of committed lines of \$650 million (2016 – \$650 million) and uncommitted lines of \$175 million (2016 – \$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 December 31, 2017 and December 31, 2016, the Company was not utilizing its committed lines of credit or its uncommitted lines of credit.

The Company's liquidity position and its management of liquidity and funding risk have not changed materially since December 31, 2016.

### CREDIT RISK RELATED TO FINANCIAL INSTRUMENTS

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 December 31, 2017, cash and cash equivalents of \$966.8 million (2016 – \$611.0 million) consisted of cash balances of \$88.3 million (2016 – \$84.5 million) on deposit with Canadian chartered banks and cash equivalents of \$878.5 million (2016 – \$526.5 million). Cash equivalents are comprised of Government of Canada treasury bills totalling \$239.5 million (2016 – \$44.1 million), provincial government treasury bills and promissory notes of \$252.6 million (2016 – \$197.1 million), bankers' acceptances and other short-term notes issued by Canadian chartered banks of \$351.4 million (2016 – \$246.8 million), and highly rated corporate commercial paper of \$35.0 million (2016 – \$38.5 million). 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. The Company regularly reviews the credit ratings of its counterparties. The maximum exposure to credit risk on these financial instruments is their carrying value.

## NOTE 20 RISK MANAGEMENT *(continued)*

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### CREDIT RISK RELATED TO FINANCIAL INSTRUMENTS *(continued)*

As at December 31, 2017, residential mortgages, recorded on the Company's balance sheet, of \$7.8 billion (2016 – \$8.0 billion) consisted of \$7.5 billion sold to securitization programs (2016 – \$7.6 billion), \$286.7 million held pending sale or securitization (2016 – \$339.5 million) and \$26.0 million related to the Company's intermediary operations (2016 – \$29.2 million).

The Company manages credit risk related to residential mortgages through:

- Adhering to its lending policy and underwriting standards;
- Its 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 (2016 – \$4.9 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 \$3.1 billion (2016 – \$2.7 billion) is limited to amounts held in cash reserve accounts and future net interest income, the fair values of which were \$69.7 million (2016 – \$54.7 million) and \$42.4 million (2016 – \$45.0 million), respectively, at December 31, 2017. 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 16.4% of mortgages held in ABCP Trusts insured at December 31, 2017 (2016 – 29.1%).

At December 31, 2017, residential mortgages recorded on balance sheet were 65.5% insured (2016 – 73.9%). As at December 31, 2017, impaired mortgages on these portfolios were \$2.8 million, compared to \$2.6 million at December 31, 2016. Uninsured non-performing mortgages over 90 days on these portfolios were \$0.8 million at December 31, 2017, compared to \$0.9 million at December 31, 2016.

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 \$0.8 million at December 31, 2017, compared to \$0.7 million at December 31, 2016, 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, 2016.

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.

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 fulfil their obligations under these arrangements.

## NOTE 20 RISK MANAGEMENT *(continued)*

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### **CREDIT RISK RELATED TO FINANCIAL INSTRUMENTS** *(continued)*

The Company's derivative activities are managed in accordance with its Investment Policy which includes counterparty limits and other parameters to manage counterparty risk. The aggregate credit risk exposure related to derivatives that are in a gain position of \$33.8 million (2016 – \$41.4 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 \$1.2 million at December 31, 2017 (2016 – \$3.0 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 December 31, 2017. Management of credit risk related to derivatives has not changed materially since December 31, 2016.

### **MARKET RISK RELATED TO FINANCIAL INSTRUMENTS**

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.

#### ***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 manages interest rate risk associated with its mortgage banking operations by entering into interest rate swaps with Canadian Schedule I chartered banks 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 positive fair value of \$4.1 million (2016 – negative \$23.1 million) and an outstanding notional amount of \$1.2 billion at December 31, 2017 (2016 – \$1.0 billion). 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 negative fair value of these swaps totalled \$4.5 million (2016 – \$30.0 million), on an outstanding notional amount of \$1.9 billion at December 31, 2017 (2016 – \$2.1 billion). The net fair value of these swaps of negative \$0.4 million at December 31, 2017 (2016 – \$6.9 million) are recorded on balance sheet and have an outstanding notional amount of \$3.1 billion (2016 – \$3.1 billion).
- The Company is exposed to the impact that changes in interest rates may have on the value of mortgages committed to or held pending sale or securitization to long-term funding sources. 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 \$0.9 million (2016 – negative \$0.4 million) on an outstanding notional amount of \$137.0 million at December 31, 2017 (2016 – \$123.0 million).

As at December 31, 2017, the impact to annual net earnings of a 100 basis point increase in interest rates would have been a decrease of approximately \$0.9 million (2016 – increase of \$0.2 million). The Company's exposure to and management of interest rate risk have not changed materially since December 31, 2016.

#### ***Equity Price Risk***

The Company is exposed to equity price risk on its equity securities (Note 4) which are classified as either available for sale or fair value through profit or loss.

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

#### ***Foreign Exchange Risk***

The Company is exposed to foreign exchange risk on its investments in Personal Capital and China AMC.



NOTE 20 RISK MANAGEMENT *(continued)*

**RISKS RELATED TO ASSETS UNDER MANAGEMENT**

Risks related to the performance of the equity markets, changes in interest rates and changes in foreign currencies relative to the Canadian dollar can have a significant impact on the level and mix of assets under management. These changes in assets under management directly impact earnings.

NOTE 21 DERIVATIVE FINANCIAL INSTRUMENTS

The Company enters into derivative contracts which are either exchange-traded or negotiated in the over-the-counter market on a diversified basis with Schedule I chartered banks or Canadian bank-sponsored securitization trusts that are counterparties to the Company's securitization transactions. In all cases, the derivative contracts are used for non-trading purposes. Interest rate swaps are contractual agreements between two parties to exchange the related interest payments based on a specified notional amount and reference rate for a specified period. Total return swaps are contractual agreements to exchange payments based on a specified notional amount and the underlying security for a specific period. Options are contractual agreements which convey the right, but not the obligation, to buy or sell specific financial instruments at a fixed price at a future date. Forward contracts are contractual agreements to buy or sell a financial instrument on a future date at a specified price.

Certain of the Company's derivative financial instruments are subject to master netting arrangements and are presented on a gross basis. The amount subject to credit risk is limited to the current fair value of the instruments which are in a gain position and recorded as assets on the Consolidated Balance Sheets. The total estimated fair value represents the total amount that the Company would receive or pay to terminate all agreements at each year end. However, this would not result in a gain or loss to the Company as the derivative instruments which correlate to certain assets and liabilities provide offsetting gains or losses.

The following table summarizes the Company's derivative financial instruments:

	NOTIONAL AMOUNT				CREDIT RISK	FAIR VALUE	
	1 YEAR OR LESS	1-5 YEARS	OVER 5 YEARS	TOTAL		ASSET	LIABILITY
<b>2017</b>							
Swaps	\$ 1,261,555	\$ 1,956,242	\$ 19,918	\$ 3,237,715	\$ 28,476	\$ 28,476	\$ 28,444
Forward contracts	8,400	23,080	–	31,480	7,216	7,216	–
	<b>\$ 1,269,955</b>	<b>\$ 1,979,322</b>	<b>\$ 19,918</b>	<b>\$ 3,269,195</b>	<b>\$ 35,692</b>	<b>\$ 35,692</b>	<b>\$ 28,444</b>
<b>2016</b>							
Swaps	\$ 1,476,604	\$ 1,787,241	\$ 16,315	\$ 3,280,160	\$ 40,970	\$ 40,970	\$ 32,277
Options purchased	467,200	–	–	467,200	67	67	–
Forward contracts	326,499	20,046	–	346,545	1,784	1,784	5,886
	<b>\$ 2,270,303</b>	<b>\$ 1,807,287</b>	<b>\$ 16,315</b>	<b>\$ 4,093,905</b>	<b>\$ 42,821</b>	<b>\$ 42,821</b>	<b>\$ 38,163</b>

The credit risk related to the Company's derivative financial instruments after giving effect to any netting agreements was \$7.4 million (2016 – \$4.7 million).

The credit risk related to the Company's derivative financial instruments after giving effect to netting agreements and including rights to future net interest income, was \$1.2 million (2016 – \$3.0 million). Rights to future net interest income are related to the Company's securitization activities and are not reflected on the Consolidated Balance Sheets.

## NOTE 22 FAIR VALUE OF FINANCIAL INSTRUMENTS

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Fair values are management's estimates and are 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.

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.

NOTE 22 FAIR VALUE OF FINANCIAL INSTRUMENTS (continued)

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.

	CARRYING VALUE	FAIR VALUE			TOTAL
		LEVEL 1	LEVEL 2	LEVEL 3	
<b>2017</b>					
<b>Financial assets recorded at fair value</b>					
Securities					
– Available for sale	\$ 282,756	\$ 19,931	\$ –	\$ 262,825	\$ 282,756
– Held for trading	96,940	95,390	889	661	96,940
Loans					
– Held for trading	286,682	–	286,682	–	286,682
Derivative financial instruments	35,692	–	22,879	12,813	35,692
<b>Financial assets recorded at amortized cost</b>					
Loans					
– Loans and receivables	7,563,191	–	25,917	7,649,591	7,675,508
<b>Financial liabilities recorded at fair value</b>					
Derivative financial instruments	28,444	–	19,726	8,718	28,444
Other financial liabilities	9,262	9,146	116	–	9,262
<b>Financial liabilities recorded at amortized cost</b>					
Deposits and certificates	504,996	–	505,486	–	505,486
Obligations to securitization entities	7,596,028	–	–	7,657,761	7,657,761
Long-term debt	2,175,000	–	2,470,182	–	2,470,182
<b>2016</b>					
<b>Financial assets recorded at fair value</b>					
Securities					
– Available for sale	\$ 158,380	\$ 6,431	\$ –	\$ 151,949	\$ 158,380
– Held for trading	66,804	63,049	2,317	1,438	66,804
Loans					
– Held for trading	339,466	–	339,466	–	339,466
Derivative financial instruments	42,821	–	39,976	2,845	42,821
<b>Financial assets recorded at amortized cost</b>					
Loans					
– Loans and receivables	7,643,803	–	29,452	7,838,295	7,867,747
<b>Financial liabilities recorded at fair value</b>					
Derivative financial instruments	38,163	–	12,263	25,900	38,163
Other financial liabilities	9,781	9,770	11	–	9,781
<b>Financial liabilities recorded at amortized cost</b>					
Deposits and certificates	471,202	–	472,219	–	472,219
Obligations to securitization entities	7,721,024	–	–	7,873,118	7,873,118
Long-term debt	1,325,000	–	1,610,942	–	1,610,942

NOTE 22 FAIR VALUE OF FINANCIAL INSTRUMENTS (continued)

There were no significant transfers between Level 1 and Level 2 in 2017 and 2016.

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 DECEMBER 31
<b>2017</b>							
<b>Assets</b>							
Securities							
– Available for sale	\$ 151,949	\$ 2,611	\$ 34,856	\$ 73,409	\$ –	\$ –	\$ 262,825
– Held for trading	1,438	27	–	96	–	(900)	661
<b>Liabilities</b>							
Derivative financial instruments, net	23,055	13,189	–	1,810	15,771	–	(4,095)
<b>2016</b>							
<b>Assets</b>							
Securities							
– Available for sale	\$ 9,273	\$ –	\$ 6,746	\$ 135,930	\$ –	\$ –	\$ 151,949
– Held for trading	1,288	(51)	–	183	–	18	1,438
<b>Liabilities</b>							
Derivative financial instruments, net	47,414	11,218	–	4,112	17,253	–	23,055

(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.

NOTE 23 EARNINGS PER COMMON SHARE

	2017	2016
<b>Earnings</b>		
Net earnings	\$ 610,765	\$ 779,304
Perpetual preferred share dividends	8,850	8,850
Net earnings available to common shareholders	\$ 601,915	\$ 770,454
<b>Number of common shares (in thousands)</b>		
Weighted average number of common shares outstanding	240,585	241,300
Add: Potential exercise of outstanding stock options <sup>(1)</sup>	336	102
Average number of common shares outstanding – Diluted basis	240,921	241,402
<b>Earnings per common share (in dollars)</b>		
Basic	\$ 2.50	\$ 3.19
Diluted	\$ 2.50	\$ 3.19

(1) Excludes 691 thousand shares in 2017 related to outstanding stock options that were anti-dilutive (2016 – 1,809 thousand).

## NOTE 24 CONTINGENT LIABILITIES, COMMITMENTS AND GUARANTEES

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### CONTINGENT LIABILITIES

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.

### COMMITMENTS

The Company is committed to the following annual future minimum lease payments under its operating leases: 2018 – \$28.4 million; 2019 – \$23.4 million; 2020 – \$20.3 million; 2021 – \$15.9 million; and 2022 and thereafter – \$46.2 million.

### GUARANTEES

In the normal course of operations, the Company executes agreements that provide for indemnifications to third parties in transactions such as business dispositions, business acquisitions, loans and securitization transactions. The Company has also agreed to indemnify its directors and officers. The nature of these agreements precludes the possibility of making a reasonable estimate of the maximum potential amount the Company could be required to pay third parties as the agreements often do not specify a maximum amount and the amounts are dependent on the outcome of future contingent events, the nature and likelihood of which cannot be determined. Historically, the Company has not made any payments under such indemnification agreements. No provisions have been recognized related to these agreements.

## NOTE 25 RELATED PARTY TRANSACTIONS

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### TRANSACTIONS AND BALANCES WITH RELATED ENTITIES

The Company enters into transactions with The Great-West Life Assurance Company (Great-West), London Life Insurance Company (London Life) and The Canada Life Assurance Company (Canada Life), which are all subsidiaries of its affiliate, Lifeco, which is a subsidiary of Power Financial Corporation. These transactions are in the normal course of operations and have been recorded at fair value:

- During 2017 and 2016, the Company provided to and received from Great-West certain administrative services. The Company distributes insurance products under a distribution agreement with Great-West and Canada Life and received \$77.1 million in distribution fees (2016 – \$101.8 million). The Company received \$17.8 million (2016 – \$16.9 million) and paid \$24.2 million (2016 – \$21.7 million) to Great-West and related subsidiary companies for the provision of sub-advisory services for certain investment funds. The Company paid \$76.0 million (2016 – \$70.5 million) to London Life related to the distribution of certain investment funds of the Company.
- During 2017, the Company sold residential mortgage loans to Great-West and London Life for \$136.5 million (2016 – \$183.7 million).

After obtaining advanced tax rulings in October 2017, the Company agreed to tax loss consolidation transactions with the Power Corporation of Canada group whereby shares of a subsidiary that has generated tax losses may be acquired in each year up to and including 2020. The acquisitions are expected to close in the fourth quarter of each year. The Company will recognize the benefit of the tax losses realized throughout the year. On December 29, 2017, the Company acquired shares of such a loss company and recorded the benefit of the tax losses acquired.

## NOTE 25 RELATED PARTY TRANSACTIONS *(continued)*

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### KEY MANAGEMENT COMPENSATION

The total compensation and other benefits to directors and employees classified as key management, being individuals having authority and responsibility for planning, directing and controlling the activities of the Company, are as follows:

	2017		2016
Compensation and employee benefits	\$ 4,098	\$	5,081
Post-employment benefits	2,628		7,326
Share-based payments	1,456		3,666
	\$ 8,182	\$	16,073

Share-based payments exclude the fair value remeasurement of the deferred share units associated with changes in the Company's share price (Note 18).

## NOTE 26 SEGMENTED INFORMATION

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The Company's reportable segments are:

- Investors Group
- Mackenzie
- Corporate and Other

These segments reflect the Company's internal financial reporting and performance measurement. In 2017, the Company announced the combination of investment management functions of Investors Group and Mackenzie resulting in the formation of a single global investment management organization. As a result, the Company has changed the methodology used to charge its segments the costs associated with the single investment management function to better align it with internal reporting.

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 Lifeco and China AMC (Note 8), net investment income on unallocated investments, other income, and also includes consolidation elimination entries.

NOTE 26 SEGMENTED INFORMATION *(continued)*

	INVESTORS GROUP	MACKENZIE	CORPORATE AND OTHER	TOTAL
<b>2017</b>				
Revenues				
Management fees	\$ 1,415,026	\$ 701,669	\$ 64,269	\$ 2,180,964
Administration fees	322,012	99,147	18,541	439,700
Distribution fees	190,447	7,714	186,908	385,069
Net investment income and other	41,678	1,217	9,708	52,603
Proportionate share of associates' earnings	-	-	114,772	114,772
	<b>1,969,163</b>	<b>809,747</b>	<b>394,198</b>	<b>3,173,108</b>
Expenses				
Commission	654,376	300,007	183,500	1,137,883
Non-commission	576,281	329,336	66,848	972,465
	<b>1,230,657</b>	<b>629,343</b>	<b>250,348</b>	<b>2,110,348</b>
Earnings before undernoted	\$ 738,506	\$ 180,404	\$ 143,850	1,062,760
Interest expense				(114,157)
Restructuring and other charges				(195,234)
Pension plan				50,381
Proportionate share of associate's one-time charges				(14,000)
Proportionate share of associate's provision				(5,098)
Earnings before income taxes				784,652
Income taxes				173,887
Net earnings				610,765
Perpetual preferred share dividends				8,850
Net earnings available to common shareholders				\$ 601,915
Identifiable assets	\$ 9,445,095	\$ 1,322,369	\$ 3,071,722	\$ 13,839,186
Goodwill	1,347,781	1,168,580	143,906	2,660,267
Total assets	<b>\$ 10,792,876</b>	<b>\$ 2,490,949</b>	<b>\$ 3,215,628</b>	<b>\$ 16,499,453</b>

NOTE 26 SEGMENTED INFORMATION (continued)

	INVESTORS GROUP	MACKENZIE	CORPORATE AND OTHER	TOTAL
2016				
Revenues				
Management fees	\$ 1,295,975	\$ 666,750	\$ 62,456	\$ 2,025,181
Administration fees	309,903	93,028	18,687	421,618
Distribution fees	227,105	9,253	173,777	410,135
Net investment income and other	71,668	4,042	7,913	83,623
Proportionate share of associates' earnings	–	–	104,226	104,226
	1,904,651	773,073	367,059	3,044,783
Expenses				
Commission	624,883	291,346	173,819	1,090,048
Non-commission	543,561	310,282	61,759	915,602
	1,168,444	601,628	235,578	2,005,650
Earnings before undernoted	\$ 736,207	\$ 171,445	\$ 131,481	1,039,133
Interest expense				(92,196)
Earnings before income taxes				946,937
Income taxes				167,633
Net earnings				779,304
Perpetual preferred share dividends				8,850
Net earnings available to common shareholders				\$ 770,454
Identifiable assets	\$ 9,548,190	\$ 1,294,982	\$ 2,121,854	\$ 12,965,026
Goodwill	1,347,781	1,168,580	143,906	2,660,267
Total assets	\$ 10,895,971	\$ 2,463,562	\$ 2,265,760	\$ 15,625,293