

# IGM Financial Q1, 2021 Results

May 7, 2021



# Conference Call Participants



**JAMES O'SULLIVAN**

PRESIDENT & CEO  
IGM FINANCIAL



**DAMON MURCHISON**

PRESIDENT & CEO  
IG WEALTH MANAGEMENT



**BARRY MCINERNEY**

PRESIDENT & CEO  
MACKENZIE INVESTMENTS



**LUKE GOULD**

EXECUTIVE VICE-PRESIDENT  
& CFO  
IGM FINANCIAL

# Caution Concerning Forward-looking Statements

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

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

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

A variety of material factors, many of which are beyond the Company's, and its subsidiaries' control, affect the operations, performance and results of the Company, and its subsidiaries, and their businesses, and could cause actual results to differ materially from current expectations of estimated or anticipated events or results. These factors include, but are not limited to: the impact or unanticipated impact of general economic, political and market factors in North America and internationally, interest and foreign exchange rates, global equity and capital markets, management of market liquidity and funding risks, changes in accounting policies and methods used to report financial condition (including uncertainties associated with critical accounting assumptions and estimates), the effect of applying future accounting changes, operational and reputational risks, business competition, technological change, changes in government regulations and legislation, changes in tax laws, unexpected judicial or regulatory proceedings, catastrophic events, outbreaks of disease or pandemics (such as COVID-19), the Company's ability to complete strategic transactions, integrate acquisitions and implement other growth strategies, and the Company's and its subsidiaries' success in anticipating and managing the foregoing factors.

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

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

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

# Non-IFRS Financial Measures & Additional IFRS Measures

Net earnings available to common shareholders, which is an additional measure in accordance with IFRS, may be subdivided into two components consisting of:

- Adjusted net earnings available to common shareholders; and
- Other items, which include the after tax impact of any item that management considers to be of a non-recurring nature or that could make the period-over-period comparison of results from operations less meaningful.

This report may also contain non-IFRS financial measures. Non-IFRS financial measures are used to provide management and investors with additional measures of performance. However, we caution that non-IFRS financial measures do not have standard meanings prescribed by IFRS and are not directly comparable to similar measures used by other companies. Specific instances of such measures that may be referred to within this document include “Adjusted Net Earnings”, “Adjusted Earnings per Share”, “Earnings before Interest and Taxes” (EBIT), “Adjusted earnings before interest and taxes (Adjusted EBIT)”, “Earnings before interest, taxes, depreciation and amortization before sales commissions” (EBITDA before sales commissions) and “earnings before interest, taxes, depreciation and amortization after sales commissions” (EBITDA after sales commissions).

We refer you to the appropriate reconciliation in the Management’s Discussion and Analysis of these non-IFRS financial measures to measures prescribed by IFRS.

Other items for the three month period ending December 31, 2020 consisted of:

- A gain on the sale of the Quadrus Group of Funds (QGOF) net of acquisition costs, of \$21.4 million after-tax (\$25.2 million pre-tax).
- The Company’s proportionate share in Great-West Lifeco Inc.’s after-tax adjustments related to the revaluation of a deferred tax asset less certain restructuring and transaction costs, of \$3.4 million.

Other items for the three month period ending September 30, 2020 consisted of :

- A gain on the sale of the investment in Personal Capital Corporation of \$31.4 million after-tax (\$37.2 million pre-tax).
- Restructuring and other charges of \$54.7 million after-tax (\$74.5 million pre-tax) resulting from our ongoing multi-year transformation initiatives and efforts to enhance our operational effectiveness and also from the acquisition of GLC Asset Management Group Ltd. (GLC) and other changes to our investment management teams.

# Documents Incorporated By Reference

This summary document and webcast are meant to discuss, not to serve as a substitute for, information included in these documents. The reader is hereby cautioned to refer to the following documents relating to IGM Financial's results:

1. Documents related to IGM Financial's Q1, 2021 results issued on May 6, 2021:
  - IGM Financial Q1, 2021 financial results press release. This press release includes financial highlights as well as a summary earnings statement.
  - IGM Financial Q1, 2021 Interim Condensed Consolidated Financial Statements and Notes.
  - IGM Financial Q1, 2021 Management's Discussion and Analysis ("MD&A").
  - IGM Financial Q1, 2021 Supplemental Information.
2. IGM Financial 2020 Sustainability Report issued on May 6, 2021.
3. IGM Financial April 2021 Total Assets Under Management and Advisement and Net Flows press release and Trended History file issued May 5, 2021.
4. IGM Financial press release "Wealthsimple Equity Offerings Accelerate Momentum and Enhance Value for IGM Financial Shareholders" issued May 3, 2021.
5. Documents related to IGM Financial's further enhanced and restated results issued on March 10, 2021:
  - IGM Financial press release announcing further disclosure enhancements to better reflect the performance of underlying businesses, which expands reportable segment disclosures to the net earnings line.
  - IGM Financial further disclosure enhancements analyst presentation.
6. IGM Financial 2020 Annual Report issued on March 18, 2021.
7. IGM Financial 2017 Investor Day Presentation issued on November 28, 2017.

Each of these documents are available on the Company's website at [www.igmfinc.com](http://www.igmfinc.com) and/or at [www.sedar.com](http://www.sedar.com).



# IGM FINANCIAL



**JAMES O'SULLIVAN**

PRESIDENT & CEO  
IGM FINANCIAL

# IGM Financial Q1, 2021 Highlights

## 1 Record high AUM&A of \$248.5B; up 3.6% in the quarter

- Organic growth from client investment returns of 2.7% and net flows of \$2.2B

## 2 All-time record high Q1 total net flows of \$2.2B

- IG Wealth Management net flows of \$1.0B, best first quarter in over two decades
- Mackenzie net sales of \$1.5B, all-time record high Q1
- Momentum continuing into April 2021, with total net flows of \$579MM

## 3 Record high first quarter EPS of 85 cents; up 25% from last year

- Operations and support expenses in-line with full year guidance; full year expense guidance maintained (see slide 43)

## 4 IGM Financial publishes 2020 Sustainability Report; strong progress being made across our businesses

## 5 Wealthsimple equity offerings accelerate momentum and enhance value for IGM shareholders; Fair value of overall strategic investments segment increases to ~\$4B<sup>1</sup>

- Fair value assessment of Wealthsimple increases by approximately \$900MM (\$3.78 per IGM share or \$3.27 after-tax) to \$1.45B
- IGM to participate in secondary offering and will receive pre-tax proceeds of ~\$295MM (~\$257MM after-tax)
- On a pro forma basis, IGM will remain the largest shareholder with a 23% fully diluted equity interest valued at \$1.15B

1) Based on market value of Great-West Lifeco and carrying value for other investments and unallocated capital.

# Financial Market and Client Investment Returns

## IGM Client Return Index<sup>1</sup>



## Investment Performance

		2020	Q1/21	Q2/21 at Apr 30	Apr 30 2021 YTD
<b>IGM Client Investment Returns<sup>2</sup></b>		<b>6.5%</b>	<b>2.7%</b>	<b>1.7%</b>	<b>4.4%</b>
<b>Equity Markets:</b>					
Canada	(S&P / TSX Composite)	2.2%	7.3%	2.2%	9.6%
U.S.	(S&P 500)	16.3%	5.8%	5.2%	11.3%
Europe	(MSCI Europe)	(5.4%)	7.8%	1.6%	9.5%
Asia	(MSCI AC Asia Pacific)	17.1%	1.8%	1.4%	3.2%
China	(CSI 300)	27.2%	(3.1%)	1.5%	(1.7%)
<b>Fixed Income</b> (FTSE TMX Canada Universe)		5.9%	(5.7%)	(0.2%)	(5.8%)
<b>Currency:</b>					
USD relative to CAD		(2.0%)	(1.3%)	(2.2%)	(3.4%)
Euro relative to CAD		6.7%	(5.2%)	0.2%	(5.0%)
CNY relative to CAD		4.6%	(1.5%)	(0.8%)	(2.4%)

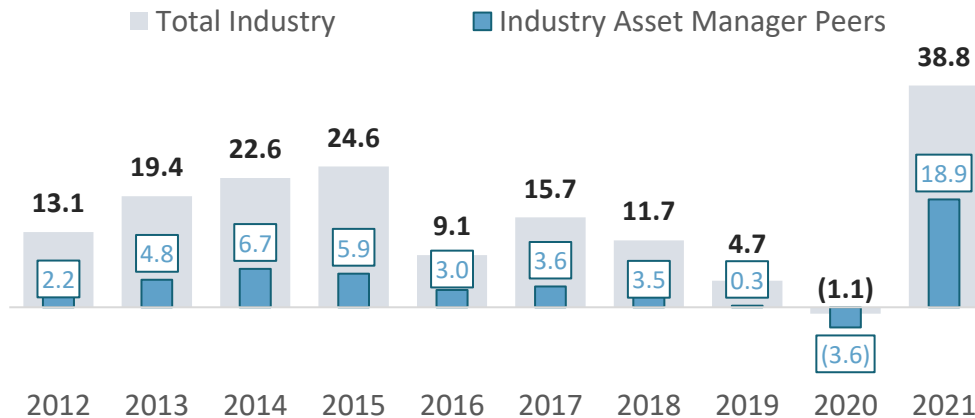
Index returns are local market price returns, except Asia is reported in USD.

1) Weighted average return on AUM, indexed to December 31, 2001.

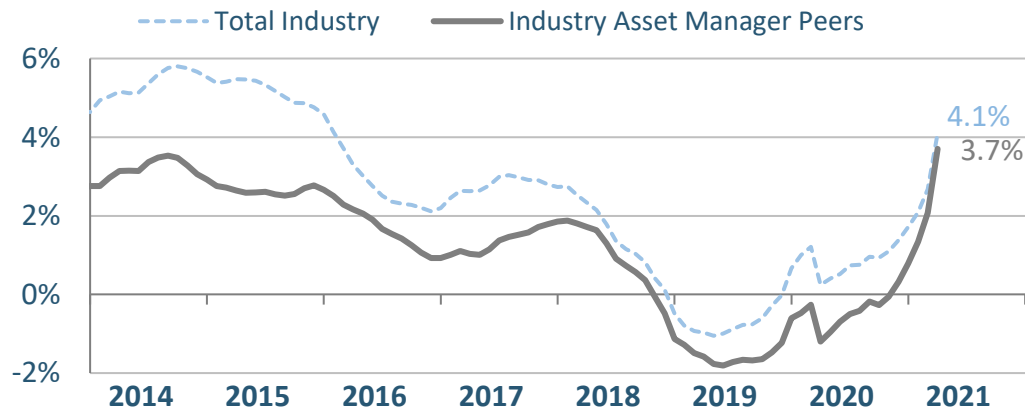
2) IGM Financial's asset mix for total assets under management as at March 31, 2021 was 66.8% equities, 29.1% fixed income, and 4.1% other.

# Industry Operating Environment

## First Quarter Industry Long-term Net Sales (\$B)



## Long-term Mutual Fund Net Sales Rate (Last Twelve Month Trailing, % of Average AUM)

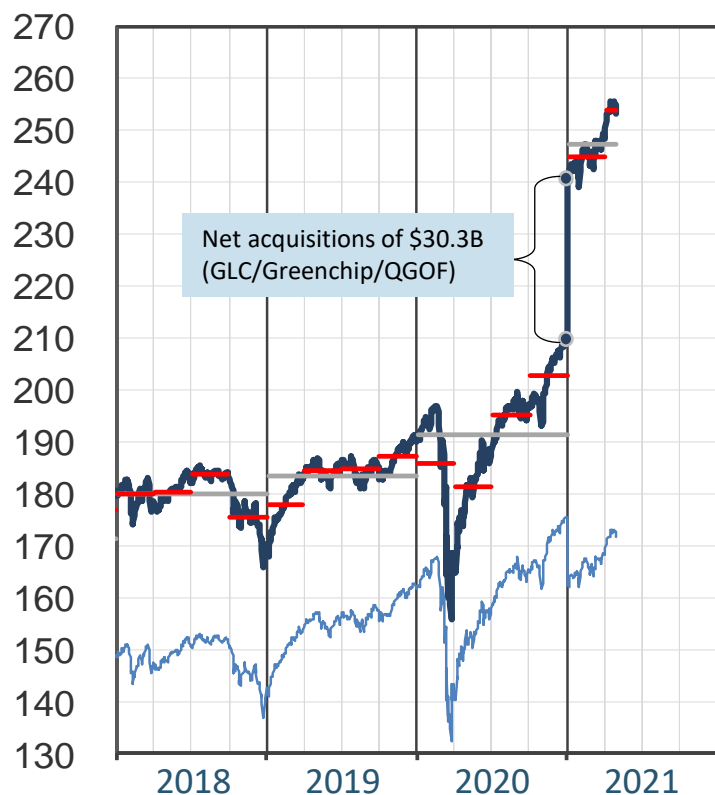


Source: ISS Market Intelligence Simfund data reflecting the "Funds Administration View" and excluding exchange traded funds. "Industry Asset Manager Peers" (advice channel) includes "Independents" (including IGM Financial), "Life Insurers" and other select companies. "Other" includes direct sellers, unions & associations and others. "Net Sales" reflects gross sales less redemptions and is presented by ISS Market Intelligence Simfund as "Net New Money". Industry net sales include net flows for sponsors who do not publish net sales. Net transfers are excluded from all reported figures.

# IGM Financial Q1, 2021 Results

## Daily Total AUM & AUA (\$B)

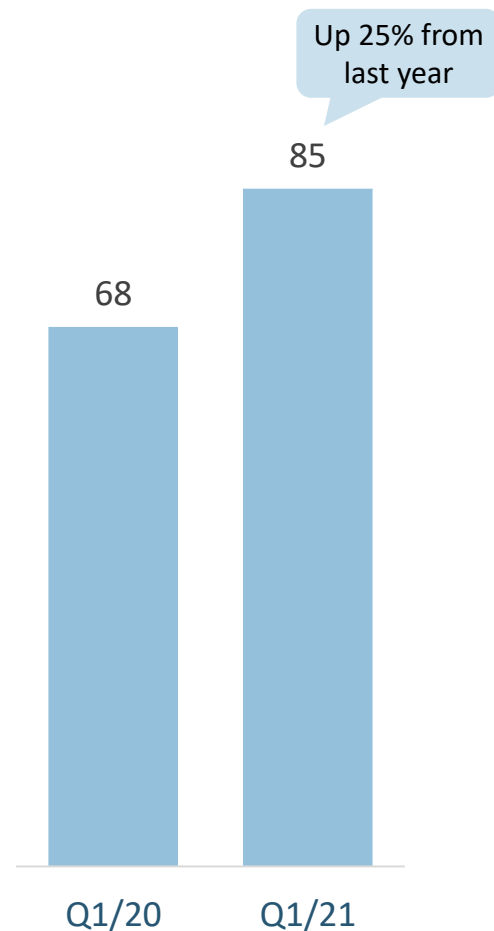
— Total AUM&A      — Annual Average AUM&A  
— Quarterly Average AUM&A      — Investment Fund Assets



## Net Earnings Available to Common Shareholders (\$MM)

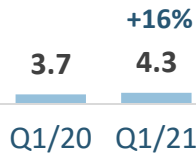


## Earnings Per Share (\$)



# Net Earnings Available to Common Shareholders by Segment and Company (\$MM)

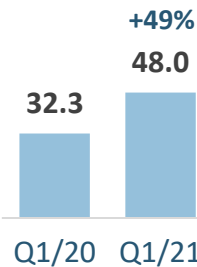
## Wealth Management



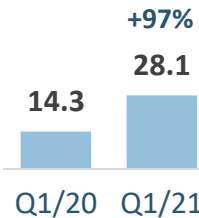
## Asset Management



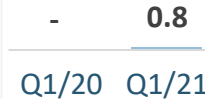
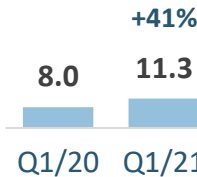
**MACKENZIE**  
Investments



## Strategic Investments & Other<sup>1</sup>



**ChinaAMC**<sup>2</sup>



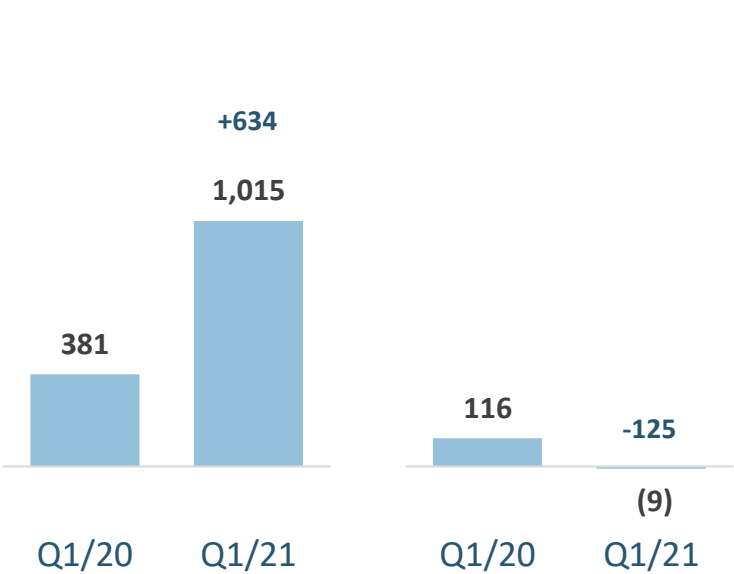
## IGM Consolidated



1) Net earnings for the strategic investments & other segment totalled \$39.4MM during Q1/21 (\$23.0MM for Q1/20), which includes unallocated capital & other adjusted net earnings of \$(0.8)MM during Q1/21 (\$0.7MM for Q1/20). 2) ChinaAMC adjusted net earnings presented net of 10% Chinese withholding tax. 3) Northleaf is net of non-controlling interest.

# First Quarter Net Flows (\$MM)

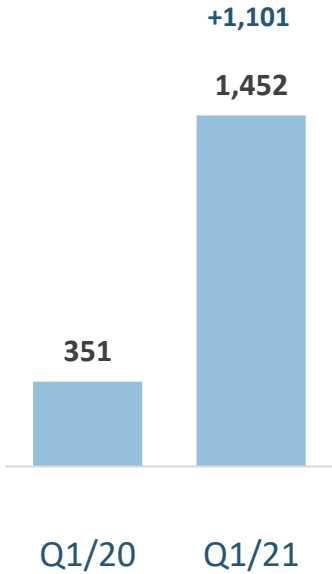
## Wealth Management



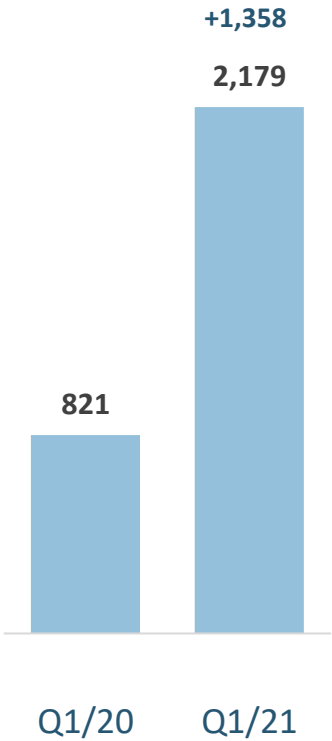
## Asset Management



MACKENZIE  
Investments



## IGM Consolidated



# IGM Financial 2020 Sustainability Report

**Our Sustainability Strategy** – Focused on what matters most to our business and stakeholders, and seeks to accelerate positive change where we can make the greatest impact

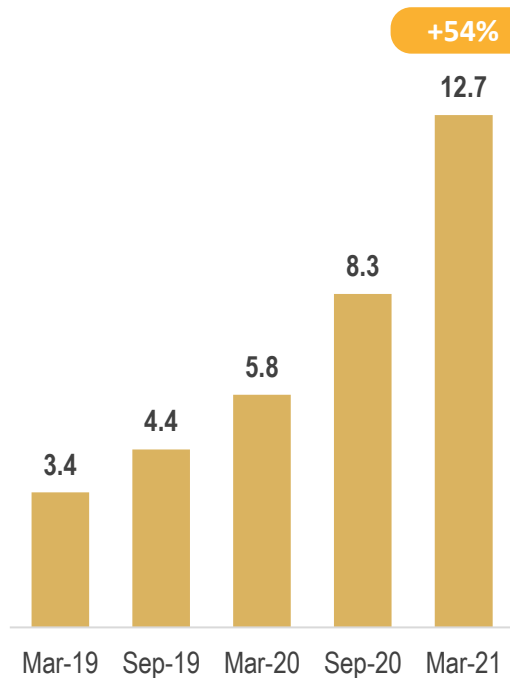


# Wealthsimple Equity Offerings Accelerate Momentum and Enhance Value for IGM Financial Shareholders

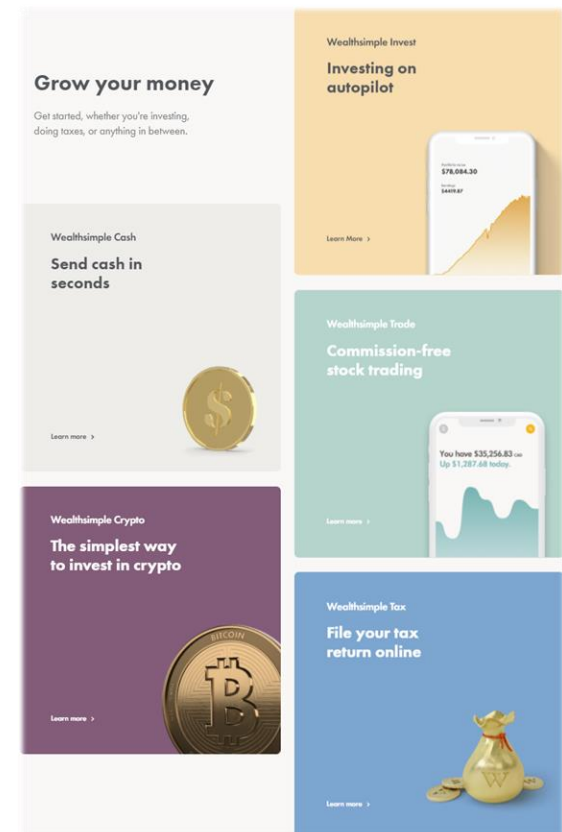
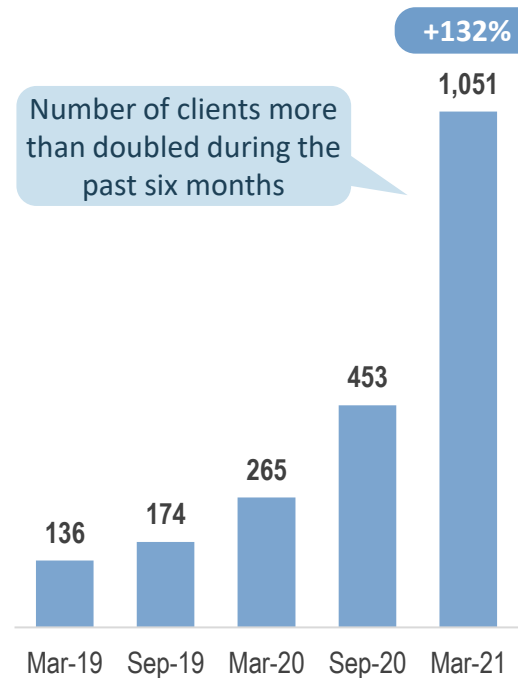
## Value of IGM's Investment in Wealthsimple Increases by ~\$900 million to \$1.45 billion

- Fundraising of \$250 million primary offering as well as \$500 million secondary offering by the Power Corporation group of companies
- As part of secondary equity offering, IGM will receive pre-tax proceeds of approximately \$295 million (~\$257 million after-tax)
- IGM will continue to be the largest shareholder with a 23% fully diluted equity interest valued at \$1.15 billion

Wealthsimple AUA of CAD \$12.7B<sup>1</sup>  
(AUA, \$B)



Wealthsimple Clients Surpass 1 million<sup>1</sup>  
(000s of clients, excluding Wealthsimple Tax)



1) Number of clients is presented excluding Wealthsimple Tax users. Clients are over 2 million including Wealthsimple Tax users. AUA and client counts are both retroactively restated to exclude W4A.



# IG WEALTH MANAGEMENT



**DAMON MURCHISON**

PRESIDENT & CEO  
IG WEALTH MANAGEMENT

# IG Wealth Management Q1, 2021 Highlights

## 1 Record high AUM&A of \$107.0B as at March 31, 2021, up 3.6% during Q1

- Strong first quarter client returns of 2.6% and net flows of \$1.0B

## 2 Best net flows in over twenty years of \$1.0B

- Record high Q1/21 gross inflows driven by a ~30% year-over-year increase in gross inflows from acquisition of new relationships that have invested over \$500k in IG Wealth AUA
- Strong net sales to IGM managed products of \$713MM; up \$749MM from 2020
- Momentum continuing into April 2021, with net flows of \$131MM, up \$159MM from April 2020

## 3 Strong iProfile Private Portfolios investment performance highlighted by Morningstar; New enhancements further build on the success of this fee-based program

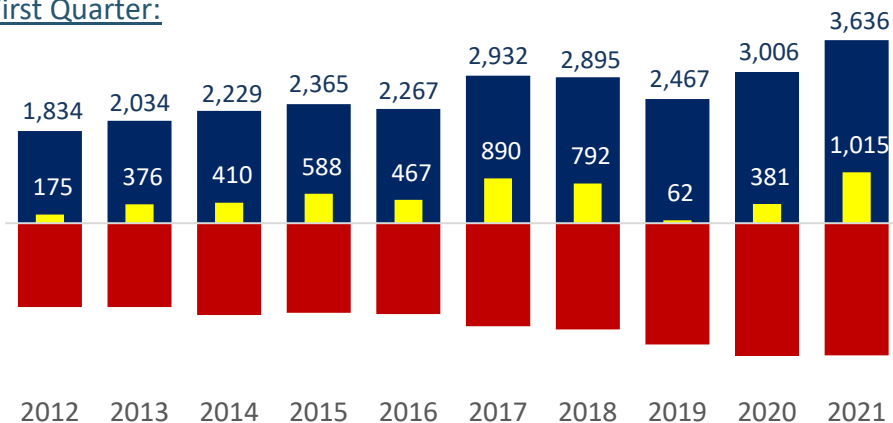
- iProfile program has AUM of \$22B with 84% of Morningstar rated assets being 4 or 5 stars
- Introduction of iProfile discretionary model portfolios during March 2021
- Enhancing client diversification with the use of both private credit and private equity within iProfile

# Continued Net Flow Momentum at IG Wealth Management

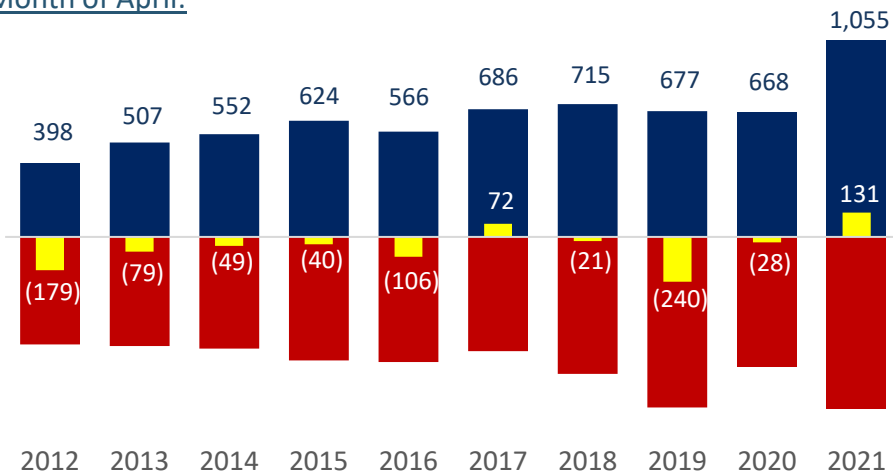
## IG Wealth Management Gross and Net Flows<sup>1</sup> (\$MM)

■ Gross Inflows ■ Gross Outflows ■ Net Flows

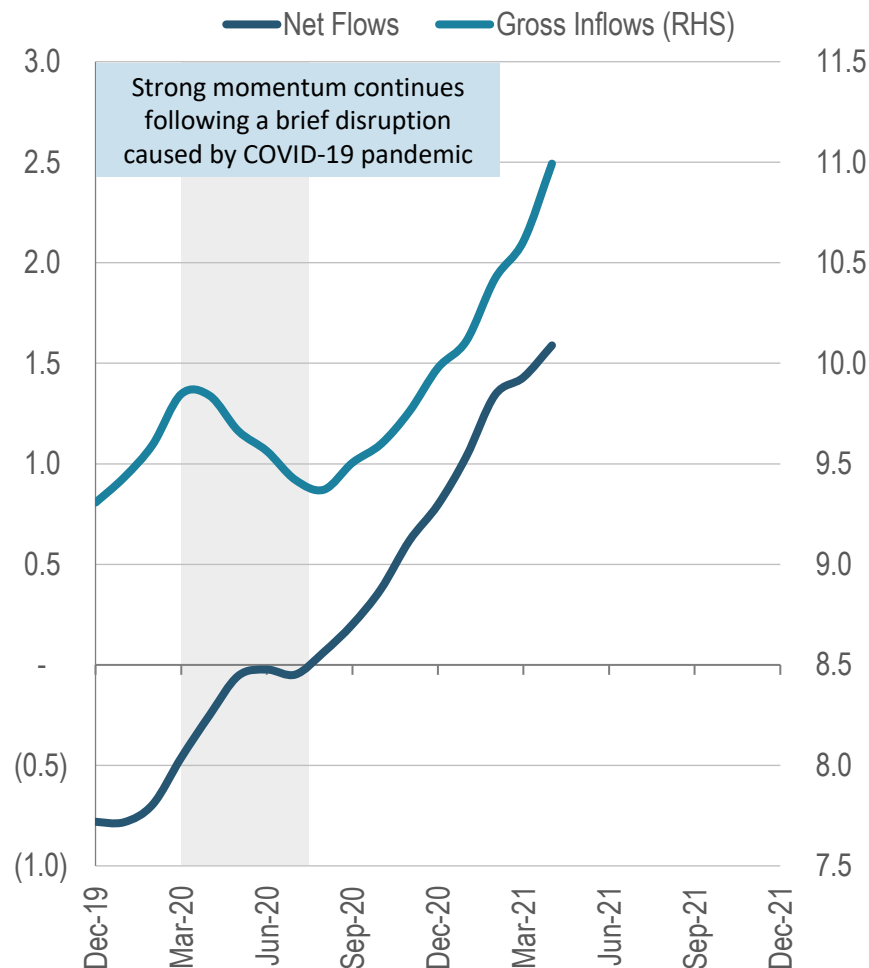
### First Quarter:



### Month of April:

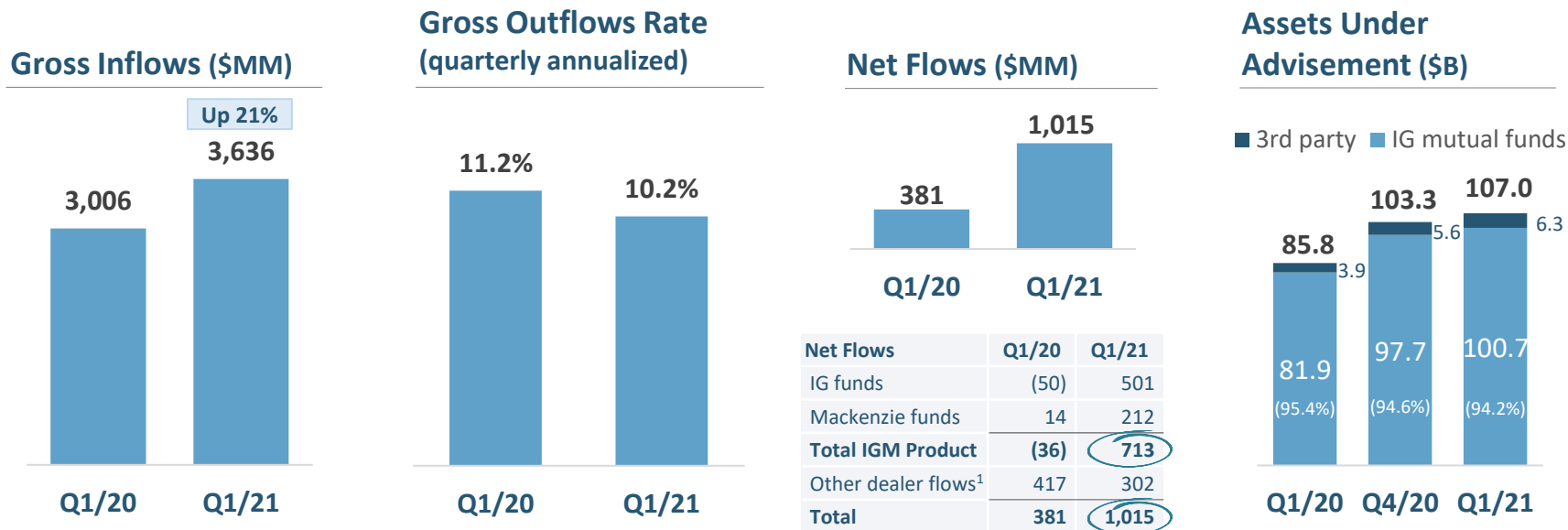


## IG Wealth Management Flows (Last Twelve Month Trailing, \$B)

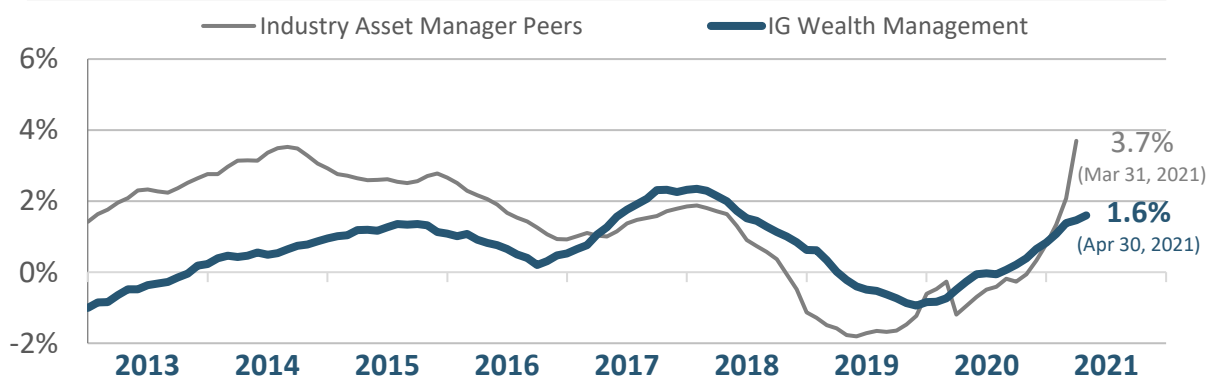


1) Reflects total client flows effective January, 2018 and total mutual fund sales in prior periods.

# IG Wealth Management Q1, 2021 Operating Results



## Net Flows Rate<sup>2</sup> (Last Twelve Month Trailing, % of Average Assets)

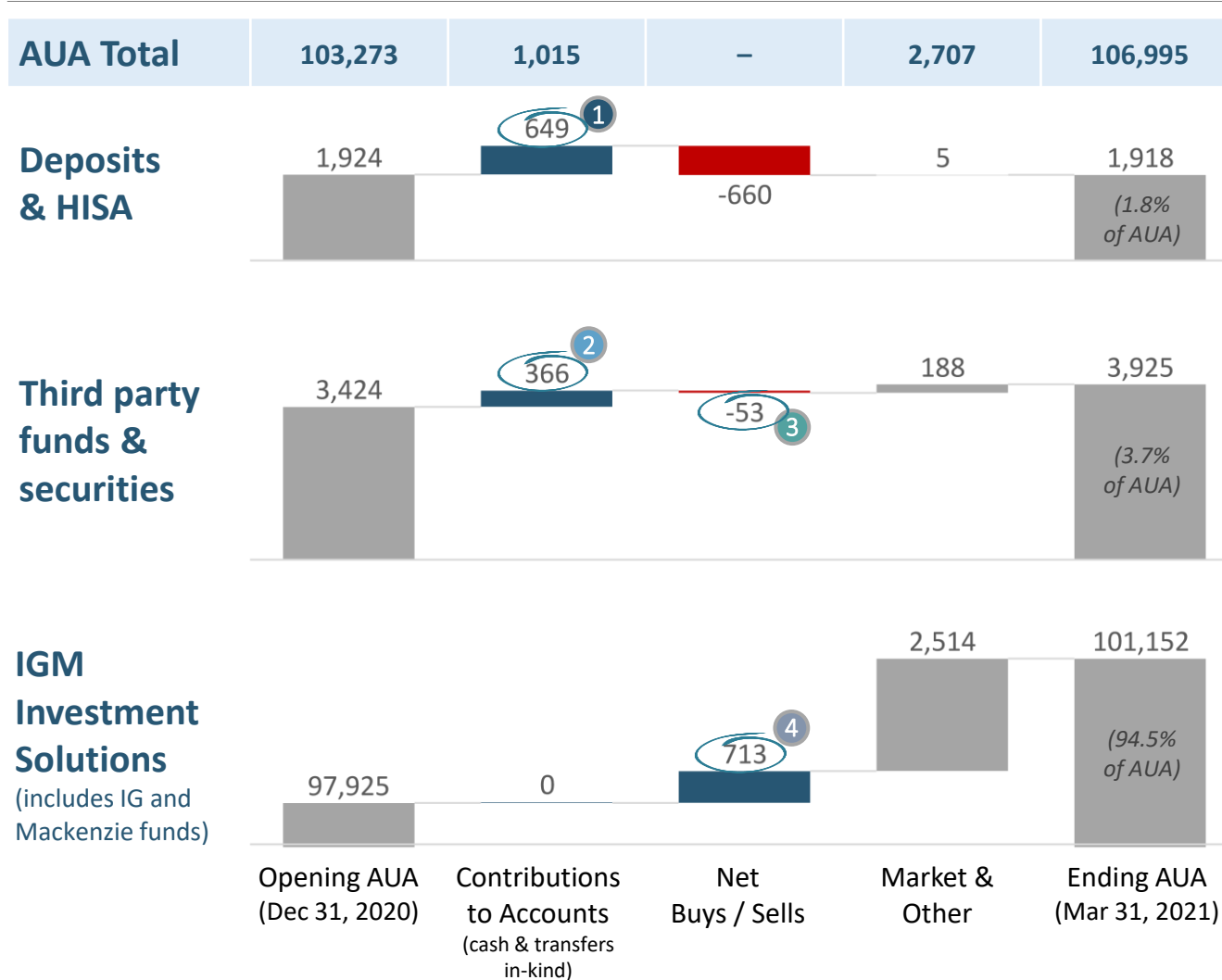


- Record high gross inflows of \$3.6B, up 21.0%
- Total net sales into IGM Product of \$713MM, up \$749MM
- IG Wealth Management last-twelve-month net flows rate of 1.6% as at April 30, 2021

1) Other dealer net flows primarily relate to in-kind transfers to IG Wealth from other financial institutions. 2) Industry Asset Manager Peers is based on fund managers focused on the advice channel and reflects long-term mutual fund net sales and average AUM. IG Wealth Management reflects total net client flows and average AUA effective Q1, 2019. Prior to 2019, IG Wealth reflects total mutual fund net sales and average AUM.

# IG Wealth Management Assets Under Advisement & Net Flows

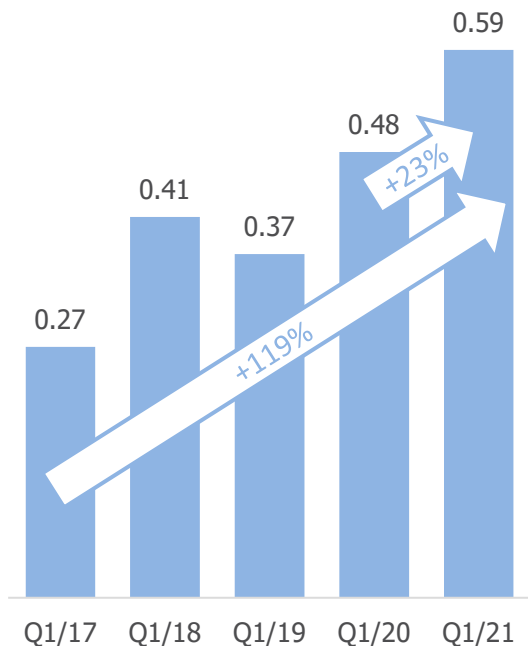
## IG Wealth Management AUA Continuity by Investment Category (\$MM)



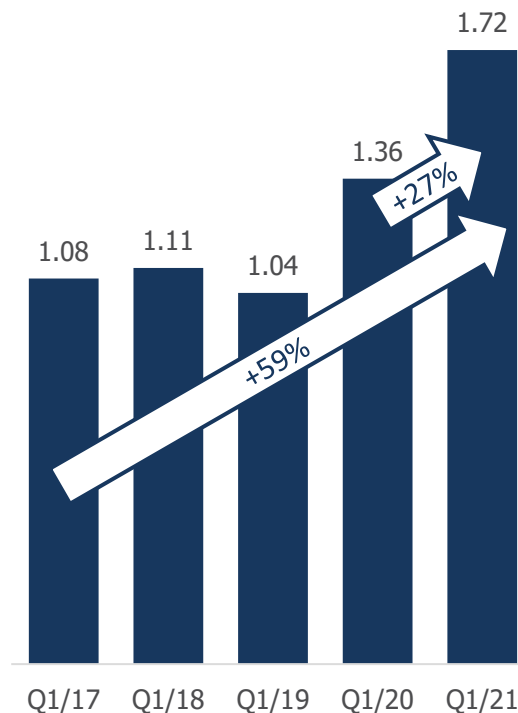
- 1 Cash balances can now be held in client accounts (nominee dealer platform)
- 2 Third party funds and securities contributed in-kind with new client relationships and clients consolidating their savings at IG Wealth
- 3 Third party funds and securities migrating to IG managed solutions
- 4 Includes select Mackenzie funds on IG's "Approved List". Full product margins for IGM Financial
  - Combined, IG and Mackenzie funds on IG's "Approved List" represent 93% of all gross purchases of funds and direct securities in client accounts

# Expanding Consultant Productivity Driven by Success in Mass Affluent and High Net Worth Segments

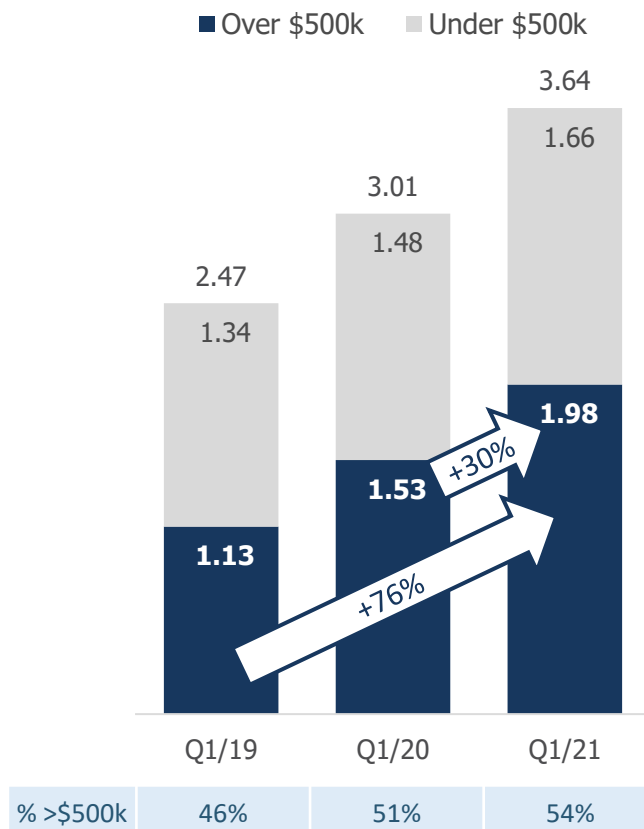
**Gross Inflows per Consultant Recruit with <4 years experience (\$MM)**



**Gross Inflows per Consultant Practice with >4 years experience (\$MM)**



**Gross Inflows by Household Size (\$B)**



# Strong Performance in our iProfile Solutions and Further Enhancements Announced Including New Allocations to Private Market Investments

## \$22 Billion

client assets invested in  
iProfile managed solutions

*iProfile Private Portfolios are  
managed solutions well suited  
to the high-net-worth market*

1

## Morningstar

iProfile performance reporting  
introduced during Q1/21

**84%** of assets  
rated 4 or 5 stars

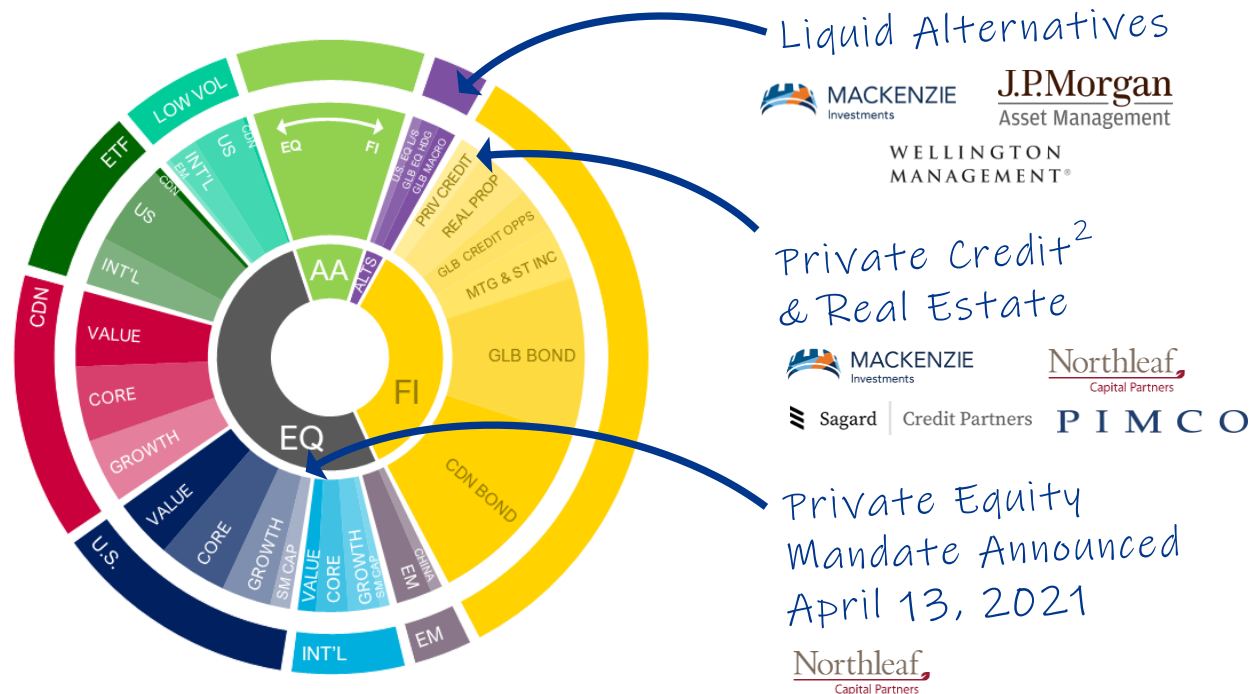
(100% rated 3 stars or better)<sup>1</sup>

**84%+** of assets  
in 1<sup>st</sup> or 2<sup>nd</sup> quartile over 1,  
3, 5 & 10 year time periods<sup>1</sup>

## NEW ENHANCEMENTS TO IPROFILE SOLUTIONS

- 2 Introduced new discretionary models supported by six new private pools during March 2021
- 3 Expanded use of liquid alternatives and private market investments across iProfile solutions, including a new commitment to a Northleaf private equity fund

### Illustration of balanced portfolio

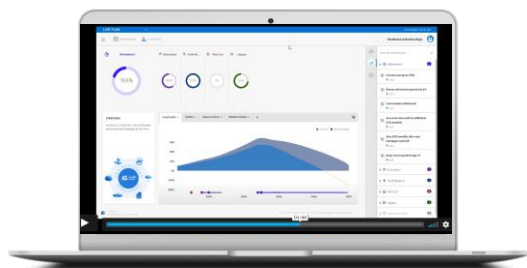


1) Source: Morningstar. 2) Additional private credit strategies added to iProfile during Q1/21 after initial private credit allocation introduced during Q3/20.

# IG Living Plan Portal, the Next Generation in Planning

## Helping Canadians achieve true financial well-being

Our holistic approach to financial planning is comprehensive and goes beyond traditional investment advice to consider all aspects of your financial life. We are committed to providing the right information and advice you need to feel confident about your family's future.



### Comprehensive Planning (\$MM)

	Q1/20	Q1/21	% Change
Insurance <sup>1</sup>	11.5	14.2	<b>+23%</b>
Mortgage originations <sup>2</sup>	187	234	<b>+25%</b>
All-in-One (HELOCs) originations <sup>3</sup>	209	326	<b>+56%</b>



1) Represents new annualized insurance premiums. 2) Represents mortgage fundings offered through IG Wealth and through Solutions Banking. 3) Represents available credit associated with Solutions Banking All-in-One accounts originated during the period.



# MACKENZIE INVESTMENTS



**BARRY MCINERNEY**

PRESIDENT & CEO  
MACKENZIE INVESTMENTS

# Mackenzie Investments Q1, 2021 Highlights

## 1 Record high AUM of \$191.6B at March 31, 2021, up 3.5% from December 31, 2020

- Organic growth through client returns of 2.8% and net sales of \$1.5B

## 2 Record first quarter total net sales of \$1.5B; gaining significant market share

- Continued success in retail with Q1 marking the 18<sup>th</sup> consecutive quarter of positive investment fund net sales
- Success is broad-based, with positive net sales across all major asset classes
- Momentum continuing into April 2021, with investment fund net sales of \$539MM, up \$448MM<sup>1</sup>

## 3 Accelerating momentum within Mackenzie's sustainable investing offering

- Launched two sustainable investing funds managed by the Mackenzie Greenchip and Fixed Income teams
- Established 2<sup>nd</sup> sustainable investing boutique, hiring a portfolio manager with an established track record

## 4 Strong Northleaf Q1 fundraising activity of \$1.5B, and official launch of Mackenzie's private credit investment fund during March 2021

- \$1.5B in new commitments increases Northleaf's AUM by 9% in quarter to \$15.9B, with growth in each of the private equity, infrastructure and private credit platforms

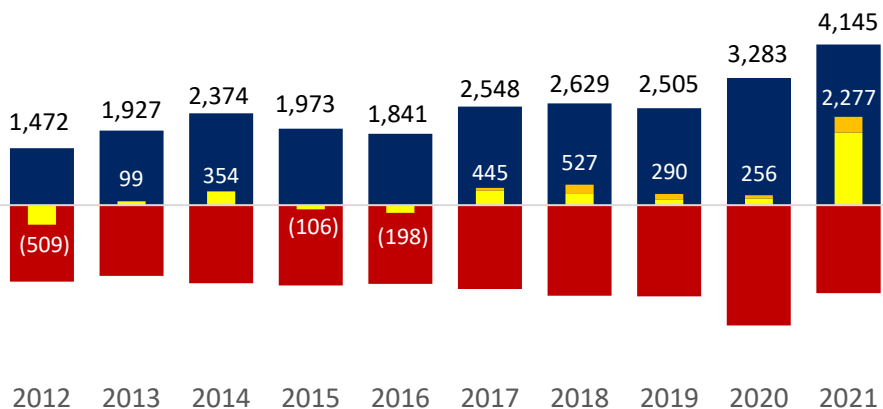
1) Excludes gross sales, redemptions, and net sales related to fund allocation changes by clients which include Mackenzie mutual funds within their investment offerings.

# Continued Strong Momentum at Mackenzie with a Record-breaking Q1

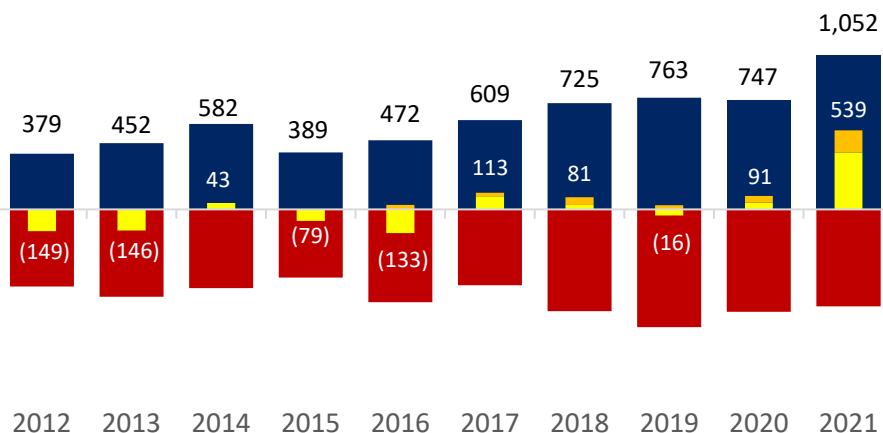
## Mackenzie Adjusted Investment Fund Flows<sup>1</sup> (\$MM)

■ Gross Sales ■ Redemptions ■ Mutual Fund Net Sales ■ ETF Net Flows

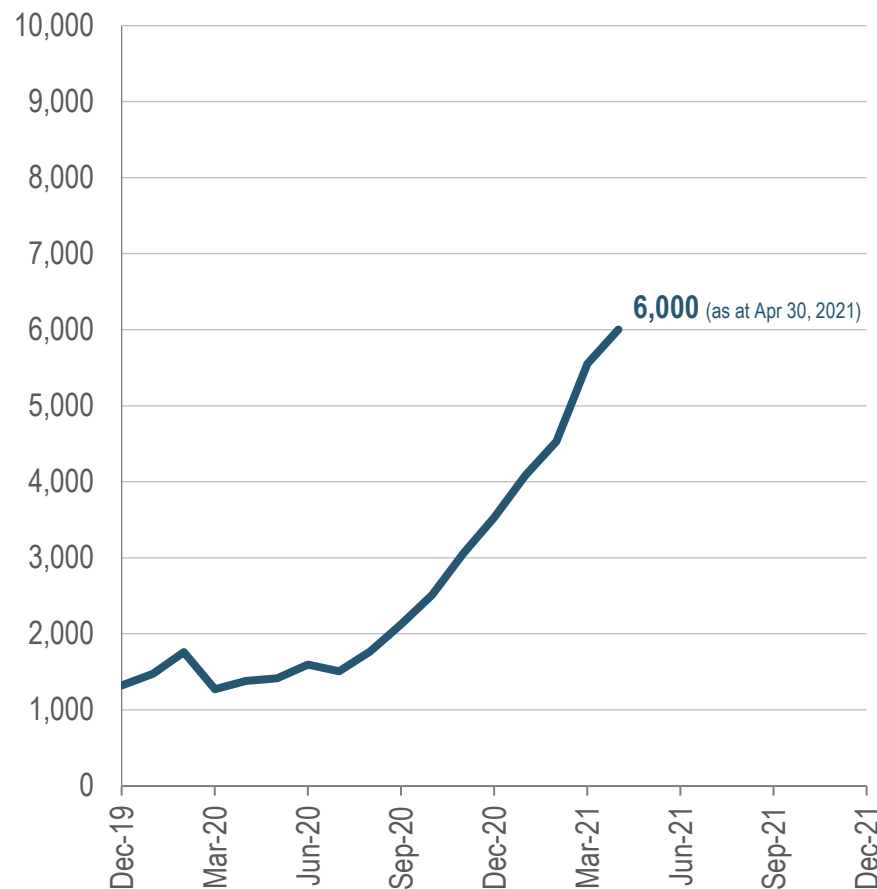
### First Quarter:



### Month of April:



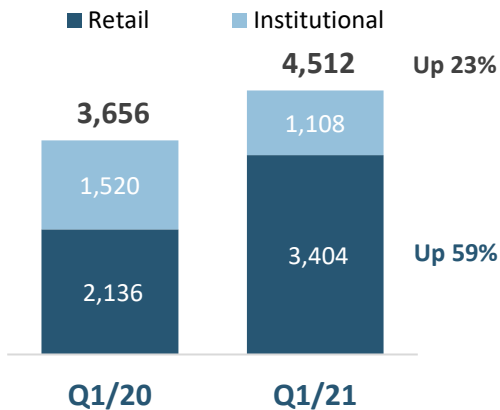
## Mackenzie Adjusted Investment Fund Net Flows<sup>1</sup> (Last Twelve Month Trailing, \$MM)



1) Excludes net sales from Mackenzie, IG and IPC mutual fund investment in Mackenzie ETFs. Excludes gross sales, redemptions, and net sales related to fund allocation changes by clients which include Mackenzie mutual funds within their investment offerings. During Q1/21, these fund allocation changes resulted in gross sales of \$367MM, redemptions of \$778MM, and net redemptions of \$411MM.

# Mackenzie Q1, 2021 Operating Results

## Mutual Fund Gross Sales (\$MM)<sup>2</sup>

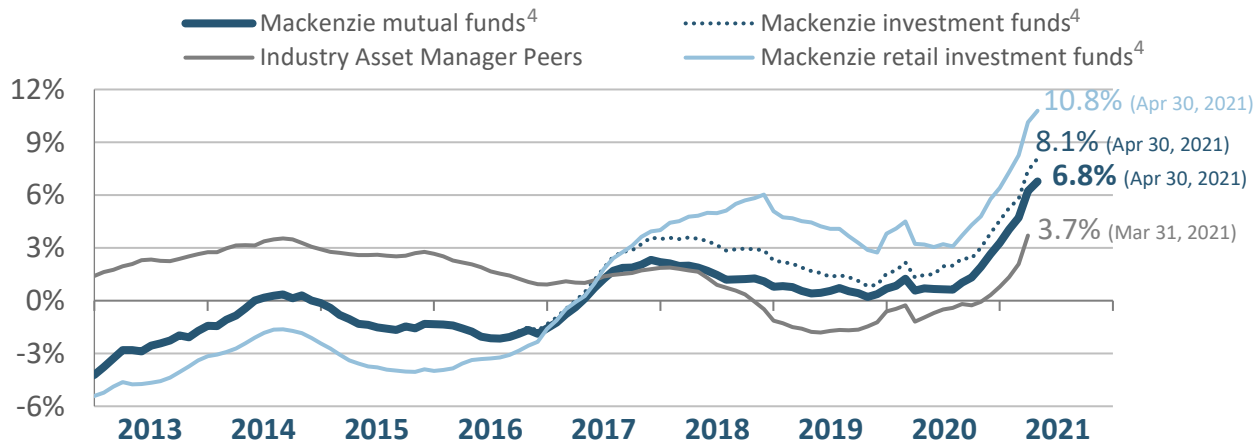


## Net Sales (\$MM)<sup>1,2</sup>

	Q1/20	Q1/21
Retail mutual Funds	180	1,613
Retail ETFs	14	300
<b>Retail investment funds</b>	<b>194</b>	<b>1,913</b>
Institutional investment funds	243	(47)
<b>Total investment funds</b>	<b>437</b>	<b>1,866</b>
Institutional SMA	(86)	(414)
<b>Total</b>	<b>351</b>	<b>1,452</b>

- \$1,913MM retail investment fund net sales, up \$1,719MM
- Gaining share; 8.1% long-term investment fund net sales rate over the twelve months ending April 30, 2021
- 49% of AUM in 4- or 5-star funds rated by Morningstar

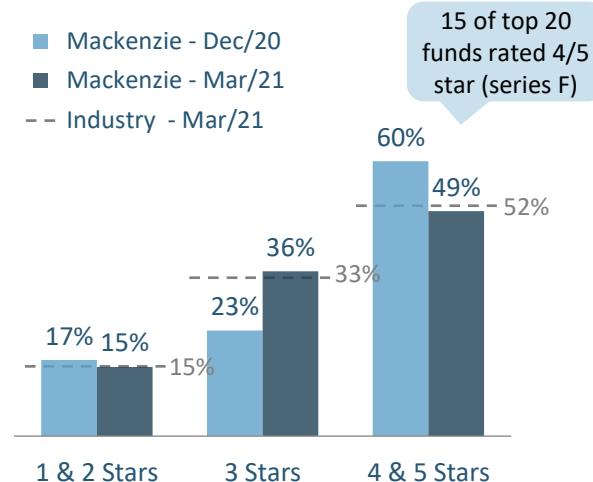
## Long-term Fund Net Sales Rate (Last Twelve Month Trailing, % of Average AUM)



Industry Source: ISS Market Intelligence Simfund

1) Excludes sub-advisory to Wealth Management 2) During the first quarter of 2021, institutional clients which include Mackenzie mutual funds within their investment offerings made fund allocation changes which resulted in gross sales of \$367MM (\$373MM – Q1/20), redemptions of \$778MM (\$192MM – Q1/20), and net redemptions of \$411MM (\$181MM net sales – Q1/20). 3) Based on Morningstar data and excludes Quadrus funds. 4) Excludes rebalancing activity of institutional clients.

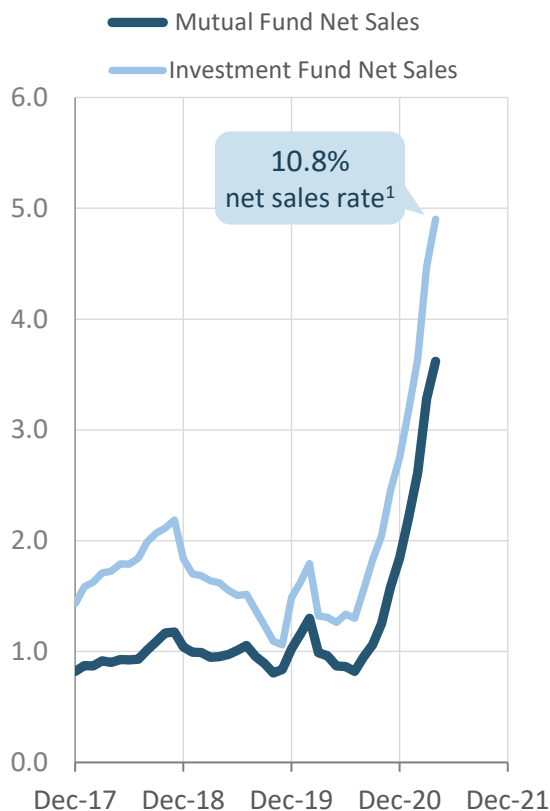
## Morningstar Star Ratings<sup>3</sup> (% Proportion of Assets)



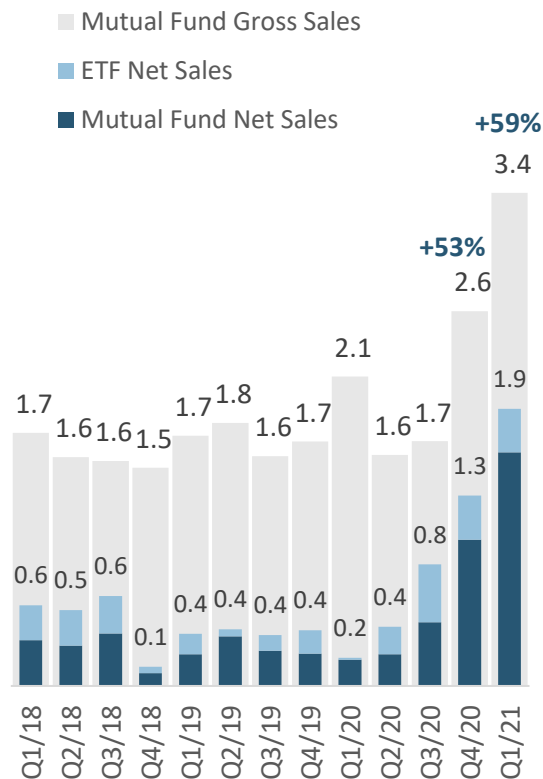
# Significant Business Momentum for Mackenzie Retail

## Mackenzie Retail Investment Fund Flows (\$B)

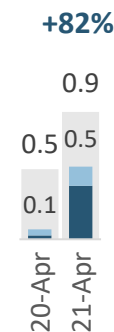
### Last twelve month trailing



### Quarterly



### Monthly



**#1 Rated Sales Organization in Canada**

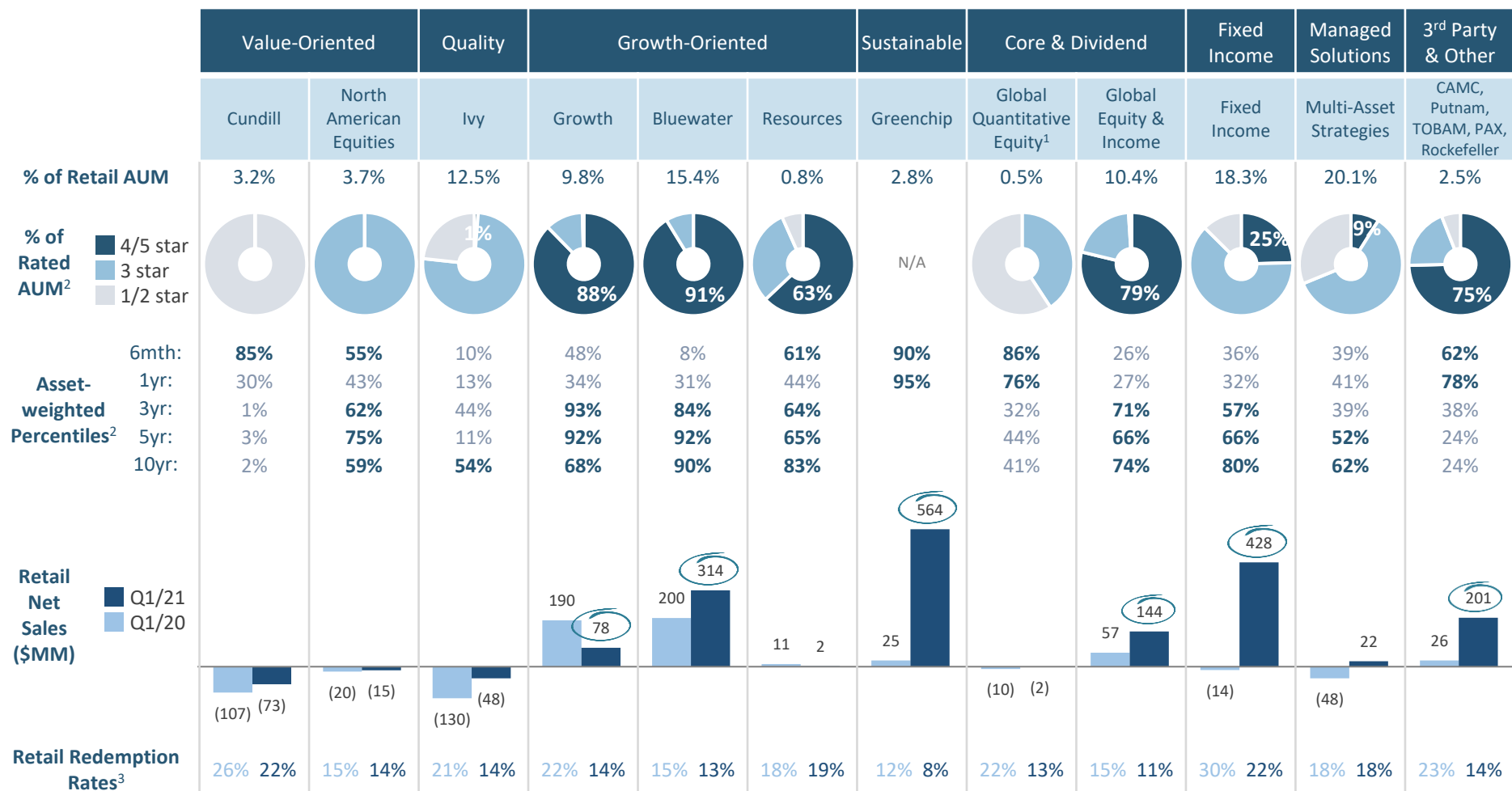
**Broad suite of relevant products**

**Solid investment performance**

**Favourable market environment**

1) Net sales rate reflects long-term funds and the twelve-month period ending April 30, 2021.

# Investment Boutique Retail Mutual Fund Performance & Net Sales



Total Retail Net Sales Q1/21: \$1,613MM Q1/20: \$180M

Mutual Funds Only.

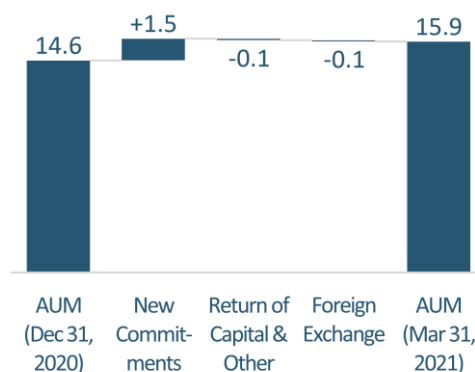
1) On May 17, 2018, the Global Quantitative Equity boutique began managing Mackenzie's emerging market offerings which were previously managed by a third party sub-advisor. 2) Star ratings and percentiles based on Morningstar and reflect all retail series (non-rated funds excluded from the calculation). Asset-weighted percentiles are based on retail assets and illustrate Mackenzie mutual fund gross returns relative to gross returns of other funds in the same category. Management believes that a comparison using gross returns is more reflective of investment performance relative to peers. This is for illustrative purposes only to assist in assessing the portfolio management capabilities of Mackenzie Investments and its affiliates (generally) and is not intended to provide performance information to investors considering investing in one or more of Mackenzie's funds. 3) Annualized redemption rate on retail mutual funds.

# Five Areas of Product Emphasis for Mackenzie – Q1/21 Highlights on Sustainable Investing and Private Investments Themes

Areas of Emphasis	Macro Thesis	
1. Sustainable Investing	<i>\$23T market with diversified retail and institutional interest</i>	<ul style="list-style-type: none"> <li>\$1.4B AUM managed by Mackenzie Greenchip boutique as at March 31, 2021, with continued strong investment performance &amp; net sales</li> <li>During April, Mackenzie launched two new sustainable investing funds                             <ul style="list-style-type: none"> <li>Mackenzie Greenchip Global Balanced Fund managed by the Mackenzie Greenchip team</li> <li>Mackenzie Global Sustainable Bond Fund managed by the Mackenzie Fixed Income team</li> </ul> </li> <li>Hired new head of second sustainable investing boutique at Mackenzie with established track record</li> </ul>
2. Alternative & Private Investments	<i>Alternatives are expected to account for ~50% of the global asset management revenue pool by 2024<sup>1</sup></i>	
3. Exchange Traded Funds	<i>Continued growth in Canada &amp; globally; Advantage to diversified solutions providers</i>	
4. Retirement-focused solutions	<i>Canadian retirement wealth expected to double by 2026<sup>3</sup></i>	
5. China	<i>China will account for nearly 50% of global net new flows between 2017 and 2030<sup>4</sup>; 2<sup>nd</sup> largest capital markets &amp; economy</i>	

**Northleaf**  
Capital Partners

## Northleaf AUM<sup>2</sup> (\$B)



- Strong Q1/2021 fundraising of \$1.5B, driving Northleaf's AUM up 9% during the quarter
- Together, IGM and GWO have committed capital across each of Northleaf's mid-market private market platforms (private equity, private credit and infrastructure)
- Mackenzie Northleaf Private Credit Fund launched Mar 2021

1) BCG Global Asset Management 2020. 2) Northleaf AUM represents invested and committed uninvested capital. 3) Investor Economics 2017 Household Balance Sheet Report - Canada. 4) CaseyQuirk by Deloitte, Leadership in Times of Plenty: Future Winners in China's Asset Management Industry.



# IGM FINANCIAL

## Financial Highlights

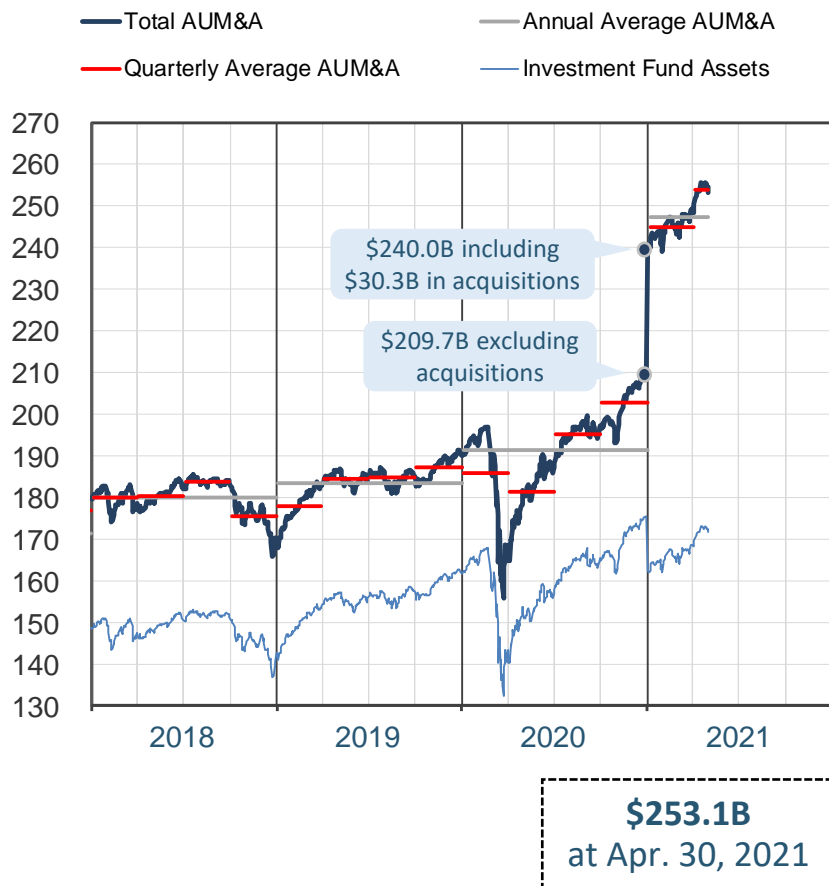


**LUKE GOULD**

EXECUTIVE VICE-PRESIDENT & CFO  
IGM FINANCIAL

# Assets Under Management & Advisement

## IGM Assets Under Management & Advisement (\$B)

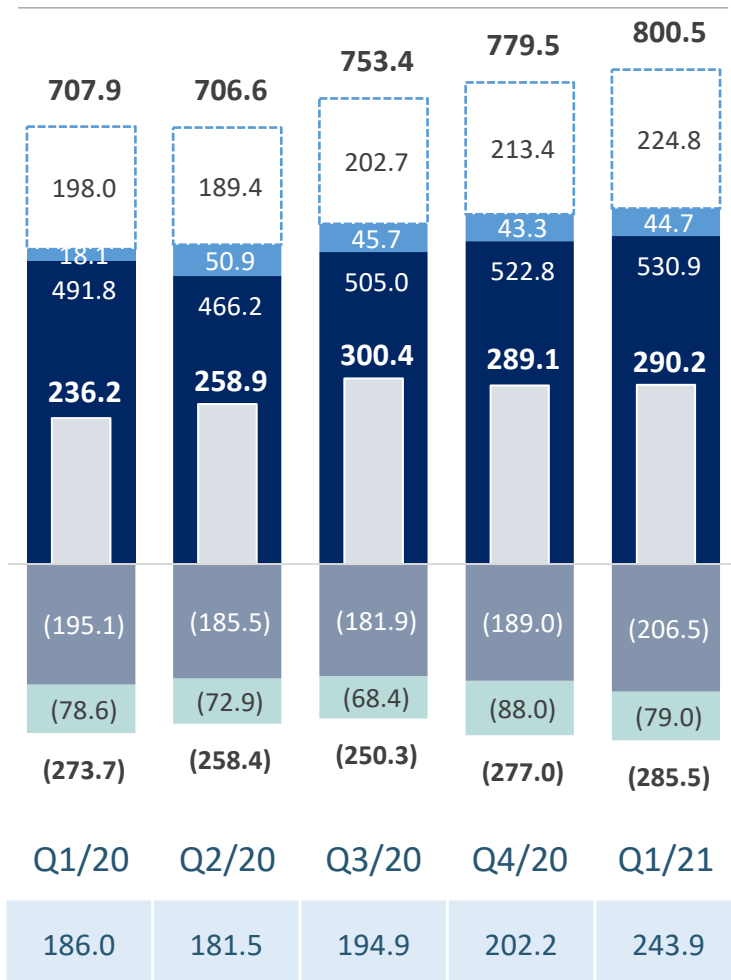


## Change in IGM AUM & AUA (\$B)

	Q1/20	Q2/20	Q3/20	Q4/20	Q1/21	LTM
Opening AUM & AUA	190.0	168.4	188.3	196.4	240.0	168.4
IG Wealth Management Net Flows	0.4	(0.1)	(0.0)	0.5	1.0	1.4
IPC Net Flows	0.1	0.2	(0.1)	0.2	(0.0)	0.2
Mackenzie Investment Funds	0.4	1.1	0.9	1.7	1.9	5.6
Mackenzie SMA	(0.1)	2.5	(0.3)	(0.1)	(0.4)	1.7
<b>IGM Total Net Flows (includes eliminations)</b>	<b>0.8</b>	<b>3.6</b>	<b>0.4</b>	<b>2.2</b>	<b>2.2</b>	<b>8.5</b>
Acquisitions	-	-	-	30.3	-	30.3
Investment Returns	(22.5)	16.2	7.8	11.0	6.3	41.4
<b>Ending AUM &amp; AUA</b>	<b>168.4</b>	<b>188.3</b>	<b>196.4</b>	<b>240.0</b>	<b>248.5</b>	<b>248.5</b>
% Change in AUM & AUA	-11.4%	11.8%	4.3%	22.2%	3.6%	47.6%
<b>Average Total AUM &amp; AUA</b>	<b>186.0</b>	<b>181.5</b>	<b>194.9</b>	<b>202.2</b>	<b>243.9</b>	<b>205.6</b>
Annualized Net Flows Rate:						
Total Net Flows (including eliminations)	1.8%	8.1%	0.8%	4.4%	3.6%	<b>4.1%</b>
Investment Returns Rate	-11.8%	9.6%	4.1%	5.6%	2.6%	<b>24.0%</b>
S&P / TSX Total Return						
S&P 500 Total Return (in \$USD)	-20.9%	17.0%	4.7%	9.0%	8.1%	44.2%
USD vs. CAD	-19.6%	20.5%	8.9%	12.1%	6.2%	56.4%
	8.3%	-3.5%	-1.9%	-4.5%	-1.3%	-10.7%

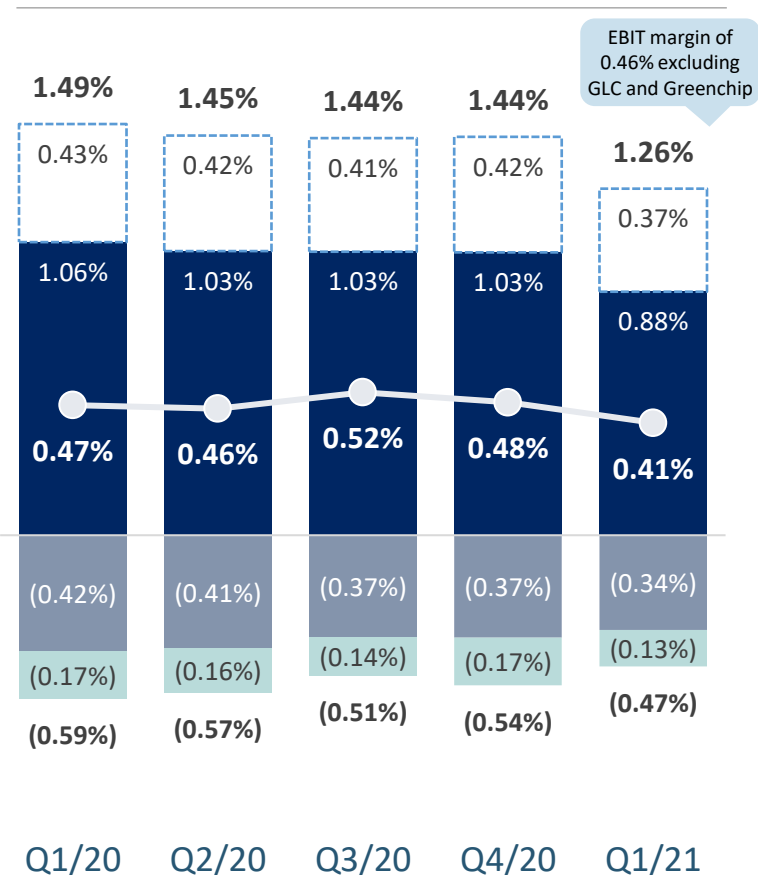
# IGM Financial Adjusted EBIT & Margins

IGM Adjusted EBIT<sup>1</sup> (\$MM)



- Direct advisor/dealer compensation<sup>3</sup> & sub-advisory expenses
- Share of associates' earnings and net investment income
- Net wealth & asset mgmt. revenue<sup>4</sup>
- Business Development
- Operations & Support
- Adjusted EBIT

IGM Adjusted EBIT Margin<sup>1,2</sup> (% of AUM&A)



EBIT margin of 0.46% excluding GLC and Greenchip

Average assets under management and advisement (AUM&A, \$B)

186.0 181.5 194.9 202.2 243.9

1) Excludes other items where appropriate (see slide 4 for additional details). 2) Excludes net investment income & share of associates' earnings. 3) Direct advisor/dealer compensation includes asset-based compensation, sales-based compensation, and other product commission expenses. 4) Net wealth & asset mgmt. revenue reflects total wealth and net asset management revenue less i) direct advisor/dealer compensation and ii) sub-advisory expenses.

# IGM Financial Consolidated Profitability<sup>1</sup>

\$ Millions (unless otherwise noted):

IGM Financial Consolidated	Q1/20	Q4/20	Q1/21	Change YoY		Change QoQ	
				\$	%	\$	%
Days in the period	91	92	90		(1.1%)		(2.2%)
<b>Average AUM &amp; AUA (\$ Billions)</b>							
Wealth Management AUM & AUA	121.9	128.3	134.9	13.0	10.6%	6.6	5.1%
Asset Management AUM (3rd party)	67.1	77.2	112.7	45.6	67.9%	35.5	46.0%
Consolidated AUM & AUA	186.0	202.2	243.9	57.9	31.1%	41.7	20.6%
<b>Revenues</b>							
Wealth management	562.7	594.2	603.5	40.7	7.2%	9.2	1.6%
Net asset management	127.1	142.0	152.3	25.2	19.8%	10.3	7.2%
Wealth & net asset management revenue	689.8	736.2	755.8	66.0	9.6%	19.6	2.7%
Net investment income and other	(2.0)	3.2	3.1	5.1	n/m	(0.1)	(2.2%)
Proportionate share of associates' earnings	20.1	40.1	41.6	21.4	106.4%	1.5	3.8%
	707.9	779.5	800.5	92.5	13.1%	21.0	2.7%
<b>Expenses</b>							
Direct advisor/dealer compensation <sup>2</sup>	180.5	195.1	205.0	24.4	13.5%	9.9	5.1%
Business development	78.6	88.0	79.0	0.4	0.5%	(9.0)	(10.3%)
Advisory and business development	259.1	283.1	284.0	24.9	9.6%	0.9	0.3%
Operations and support	195.1	189.0	206.5	11.4	5.9%	17.5	9.3%
Sub-advisory	17.5	18.3	19.8	2.3	13.0%	1.5	8.1%
	471.7	490.4	510.3	38.6	8.2%	19.9	4.1%
<b>Adjusted EBIT</b>	<b>236.2</b>	<b>289.1</b>	<b>290.2</b>	<b>53.9</b>	<b>22.8%</b>	<b>1.1</b>	<b>0.4%</b>
Interest expense	27.3	27.9	28.1	0.8	3.0%	0.2	0.8%
Effective Tax Rate	23.0%	21.7%	22.8%	(0.2%)	(1.0%)	1.1%	4.9%
Income taxes	48.0	56.7	59.7	11.6	24.2%	2.9	5.2%
Non-controlling interest	-	0.2	0.2	0.2	n/m	(0.0)	(4.0%)
<b>Adj. net earnings avail. common shareholders</b>	<b>160.9</b>	<b>204.3</b>	<b>202.2</b>	<b>41.3</b>	<b>25.7%</b>	<b>(2.1)</b>	<b>(1.0%)</b>
Wtd. average diluted shares outstanding	238.3	238.3	238.5	0.2	0.1%	0.2	0.1%
<b>Adjusted EPS (cents)</b>	<b>68</b>	<b>86</b>	<b>85</b>	<b>17</b>	<b>25.0%</b>	<b>(1)</b>	<b>(1.2%)</b>

- 1 Growth in net asset management fees quarter-over-quarter reflects the impact of GLC assets
- 2 Full year 2021 expense guidance unchanged (see slide 43)
  - Q1/21 business development expenses increase of 0.5% year-over-year is below full year guidance of 4-4.5% due to seasonality and timing
  - Q1/21 operations and support expenses up 2.0% excluding \$6MM impact of acquisitions and \$1.5MM pension expense impact, which is in-line with full year guidance of ~2.25% on this basis

1) Excludes restructuring and other items (see slide 4 for additional details).

2) Includes asset-based compensation, sales-based compensation, and other product commissions

Colour shading conveys key drivers and related revenue & expense items:

- Blue: Average Wealth Management assets under management and advisement
- Green: Average Asset Management assets under management



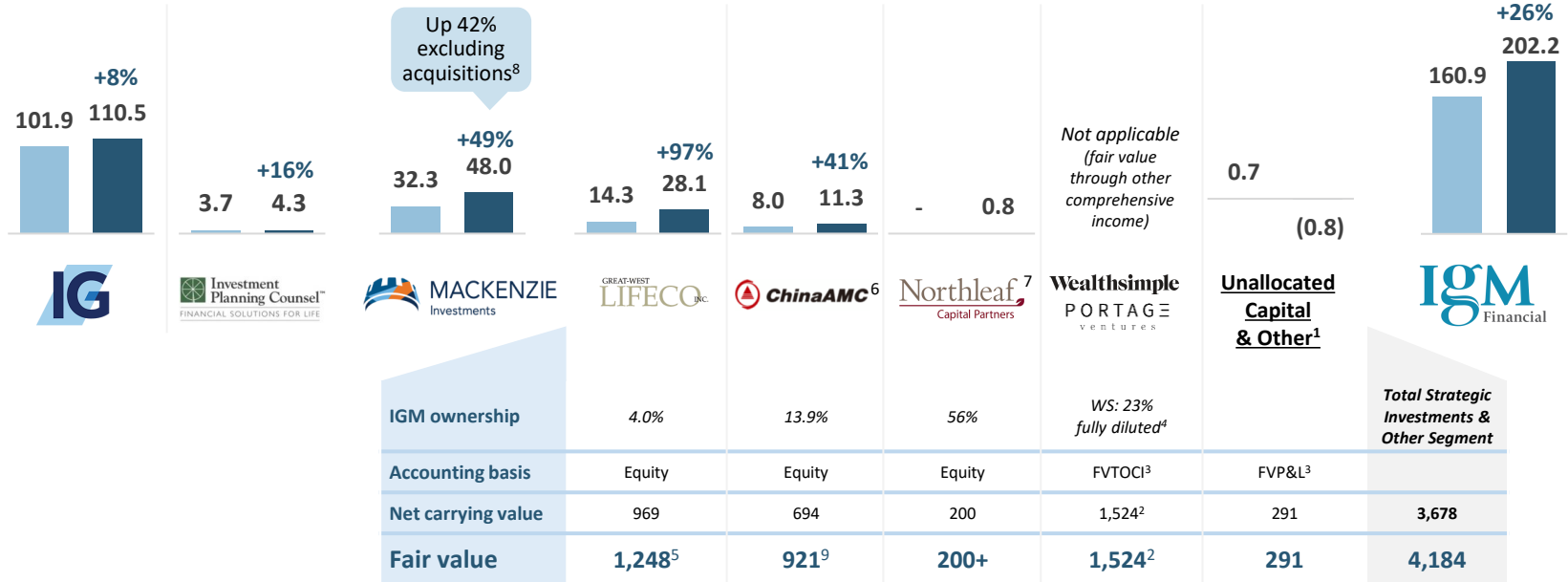
- Better reflect the business performance of underlying segments
- Reflect the capacity for financial leverage within the segments
- Encourage sum-of-parts approach to value assessment
- Simplify work required by analysts and institutional investors and encourage a consistent approach

2

- ~\$900MM increase in Wealthsimple valuation (\$3.78 per IGM share) and ~\$295MM pre-tax proceeds from secondary offering
- Continued growth at China AMC, including a CAD \$26.8MM dividend recorded during Q1/21 relating to IGM's proportionate share of China AMC's annual dividend (almost double last year)

## IGM Consolidated

■ Q1/20  
■ Q1/21



1) Includes Personal Capital losses of \$3.1MM in Q1/20. 2) Majority of Fintech value is in Wealthsimple & Portag3. 3) FVTOCI refers to fair value through other comprehensive income. FVP&L refers to fair value through profit & loss. 4) Wealthsimple ownership reflects interest held directly and indirectly held through Portag3 Ventures LP and is pro forma May 3 secondary offering. 5) After-tax fair value of GWO equity interest estimated to be \$1,153MM. 6) ChinaAMC adjusted net earnings presented net of 10% Chinese withholding tax. 7) Northleaf presented net of non-controlling interest. 8) Mackenzie's acquisition of GLC and Greenchip closed during December 2020. 9) Reflects the 17.5x P/E multiple at which IGM acquired its 13.9% equity interest during 2017, multiplied by \$53MM analyst consensus proportionate share of China AMC earnings.

# Adjusted Net Earnings Available to Common Shareholders and Valuation by Segment and Company (\$MM)

	Wealth Management		Asset Management		Strategic Investments & Other <sup>1</sup>				IGM Consolidated									
<b>Adjusted Net Earnings</b>																		
<b>2021 Analyst Estimates</b>	(IGM estimate)																	
Net earnings	493		16		221		115		47		10		Not applicable (fair value through other comprehensive income)		4		907	
EPS (\$)	\$2.07		\$0.07		\$0.93		\$0.48		\$0.20		\$0.04		Not applicable (fair value through other comprehensive income)		\$0.02		\$3.81	
<b>Value at May 4, 2021</b>																		
Debt	1,700		400														2,100	
Equity	4,131		405		1,852		1,341 <sup>1</sup>		921 <sup>2</sup>		200		1,524 <sup>3</sup>		291		10,665	
Enterprise Value	5,831		405		2,252		1,341		921		200		1,524		291		12,765	
Share price (\$)	\$17.33		\$1.70		\$7.77		\$5.63		\$3.87		\$0.84		\$6.39		\$1.22		<b>\$44.75</b> (as at May 4, 2021)	
<b>Value Assumption</b>	Implied		1% of AUA + 2% of AUM		Implied		Trading price (May 4, 2021) <sup>1</sup>		Acquisition P/E multiple 17.5x <sup>2</sup>		Carrying value (purchase price)		Carrying value <sup>3</sup>		Carrying value			
<b>P/E Multiple</b>																		
IGM Companies	8.4x				8.4x												11.7x	
Peer Average <sup>4</sup>	15.9x				14.5x													

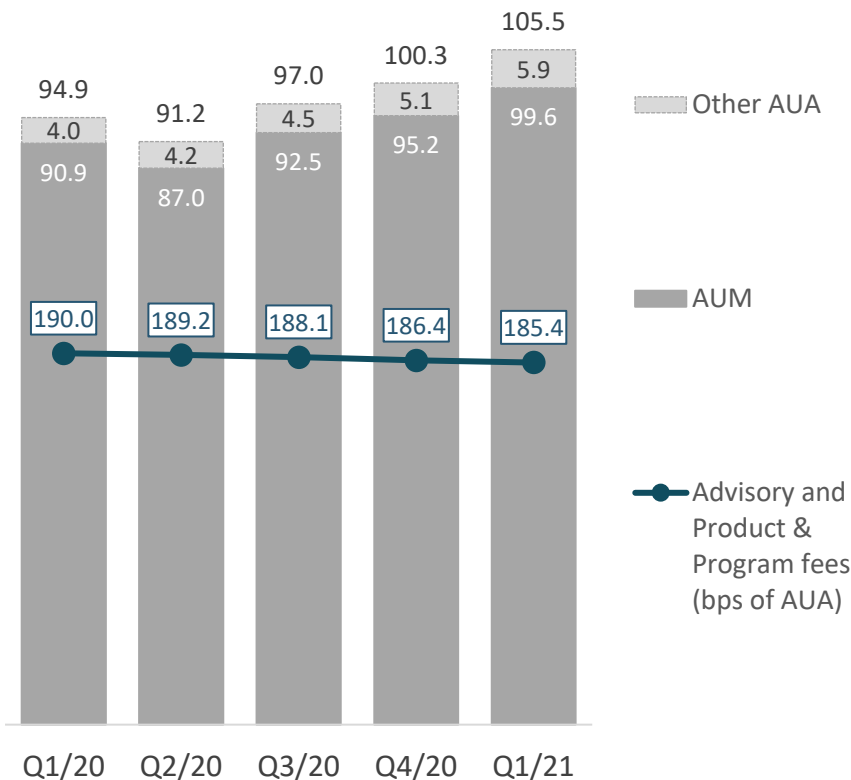
Note that figures in tables may not add due to rounding.

1) Reflects closing price on May 4, 2021. After-tax fair value of GWO equity interest estimated to be \$1,234MM.

2) IGM acquired its 13.9% equity interest in CAMC at a multiple of 17.5x 2017 net earnings. Analyst consensus proportionate share of China AMC earnings of \$53MM was used to estimate the fair value, which excludes 10% Chinese withholding tax. 3) Wealthsimple carrying value reflects fair value based on the May 2021 equity offerings valuing Wealthsimple at \$5.0B post-money. 4) IG Wealth peer average is comprised of AMP, STJ, LPLA, RJF, PRI. Mackenzie peer average based on BLK, BEN, TROW, AMG, IVZ, JHG, SDR, SLA, MQG, AMUN and DWS. Both peer groups were selected based on a minimum market capitalization of CAD \$5B. 5) ChinaAMC adjusted net earnings presented net of 10% Chinese withholding tax. 6) Northleaf presented net of non-controlling interest.

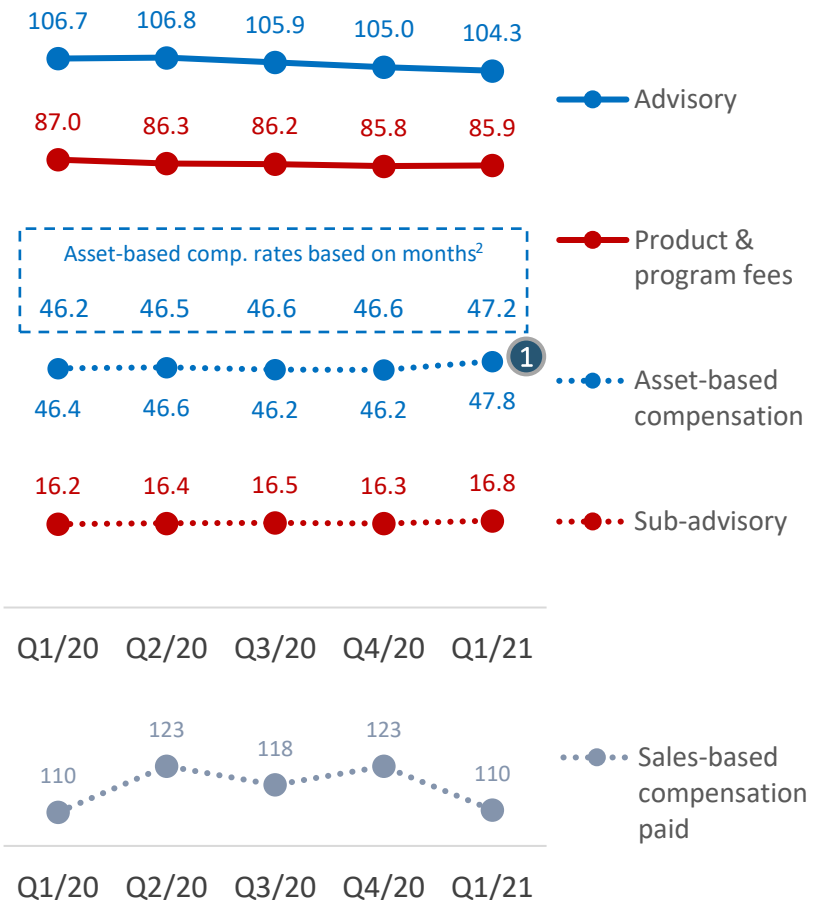
# IG Wealth Management Key Profitability Drivers

**Average Assets (\$B), Advisory and Product & Program Fee Rate (bps)<sup>1</sup>**



- 1) Asset-based compensation expenses is paid and recognized based on the number of months in the period (i.e. 3/12 per quarter). Estimating using 90/365 for Q1 would understate expenses by \$2.7MM.

**Key Revenue & Expenses as bps of Respective Driver (AUA or AUM or Gross Inflows)<sup>1</sup>**



1) Rates are annualized based on number of days (i.e. 365/90 for Q1 2021).  
 2) Rates are annualized based on number of months (i.e. 12/3 for Q1 2021).

# IG Wealth Management Profitability

\$ Millions (unless otherwise noted):<sup>1</sup>

IG Wealth Management	Q1/20	Q4/20	Q1/21	Change YoY		Change QoQ	
				\$	%	\$	%
Days in the period	91	92	90		(1.1%)		(2.2%)
Average Assets under advisement (\$B)	94.9	100.3	105.5	10.6	11.1%	5.2	5.2%
Average Assets under management (\$B)	90.9	95.2	99.6	8.7	9.5%	4.4	4.6%
Gross Inflows (\$B)	3.0	2.9	3.6	0.6	20.9%	0.7	23.7%
<b>Revenues</b>							
Wealth Management							
Advisory	251.7	265.5	271.3	19.5	7.8%	5.8	2.2%
Product and program fees	196.7	205.8	210.9	14.2	7.2%	5.1	2.5%
	448.4	471.3	482.2	33.7	7.5%	10.9	2.3%
Redemption fees	6.1	3.0	3.7	(2.4)	(39.1%)	0.7	23.4%
Other financial planning revenues	35.9	45.3	41.5	1	5.7	(3.8)	(8.3%)
	490.4	519.6	527.4	37.0	7.5%	7.8	1.5%
Net investment income and other	(1.7)	0.8	1.4	3.1	n/m	0.6	70.4%
	488.7	520.4	528.8	40.0	8.2%	8.4	1.6%
<b>Expenses</b>							
Advisory and business development							
Asset-based compensation	109.6	116.8	124.4	14.8	13.5%	7.6	6.5%
Sales-based compensation	7.7	10.6	12.1	4.4	57.1%	1.5	14.1%
Other							
Other Product commissions	15.2	17.3	17.1	1	1.9	(0.1)	(0.8%)
Business development	50.7	52.3	50.9	0.1	0.3%	(1.4)	(2.7%)
	183.2	197.0	204.5	21.2	11.6%	7.5	3.8%
Operations and support	107.7	101.8	109.9	2	2.2	8.1	7.9%
Sub-advisory	36.6	39.2	41.4	4.8	13.0%	2.1	5.5%
	327.6	338.0	355.8	28.2	8.6%	17.8	5.3%
<b>Adjusted EBIT</b>	<b>161.2</b>	<b>182.4</b>	<b>173.0</b>	<b>11.9</b>	<b>7.4%</b>	<b>(9.4)</b>	<b>(5.1%)</b>
Interest expense	22.1	22.5	22.1	0.0	0.1%	(0.4)	(2.0%)
<b>Earnings before taxes</b>	<b>139.1</b>	<b>159.9</b>	<b>150.9</b>	<b>11.8</b>	<b>8.5%</b>	<b>(8.9)</b>	<b>(5.6%)</b>
Income taxes	37.2	42.5	40.4	3.2	8.7%	(2.1)	(4.9%)
<b>Adjusted net earnings</b>	<b>101.9</b>	<b>117.4</b>	<b>110.5</b>	<b>8.6</b>	<b>8.5%</b>	<b>(6.9)</b>	<b>(5.9%)</b>

Colour shading conveys key drivers and related revenue & expense items<sup>1</sup>

- Other financial planning revenues increased 15.8% year-over-year and other product commission expense increased 12.7% year-over-year, reflecting increased insurance, banking & mortgage volumes
- Q1/21 operations and support expenses up 0.5% excluding ~\$1.5MM increase in pension expense<sup>2</sup>, which is in-line with full year guidance of <0.5% on this basis

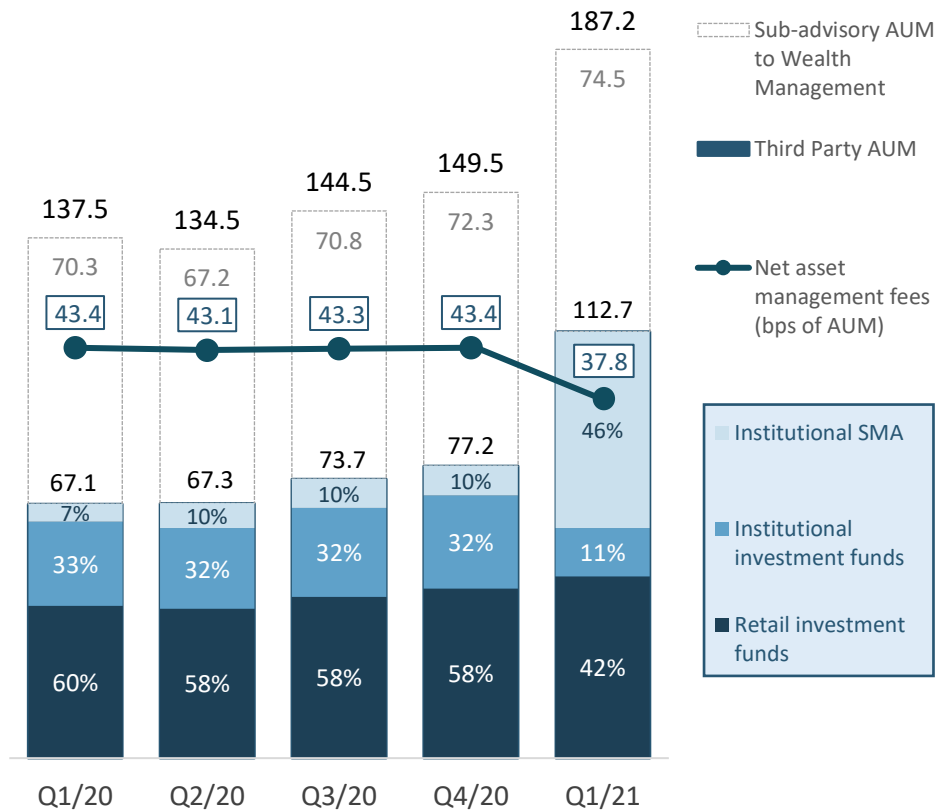
2) Pension expenses up ~\$1.5MM (\$6MM full year 2021) due to change in interest rates during 2020, in-line with guidance. Full year 2021 pension expense is set based upon interest rate and other inputs as at the beginning of the year. Had this expense been established based upon prevailing rates at March 31, 2021, this expense would be down ~\$1.0MM versus up \$6MM.

1) Colour shading conveys key drivers and related revenue & expense items:

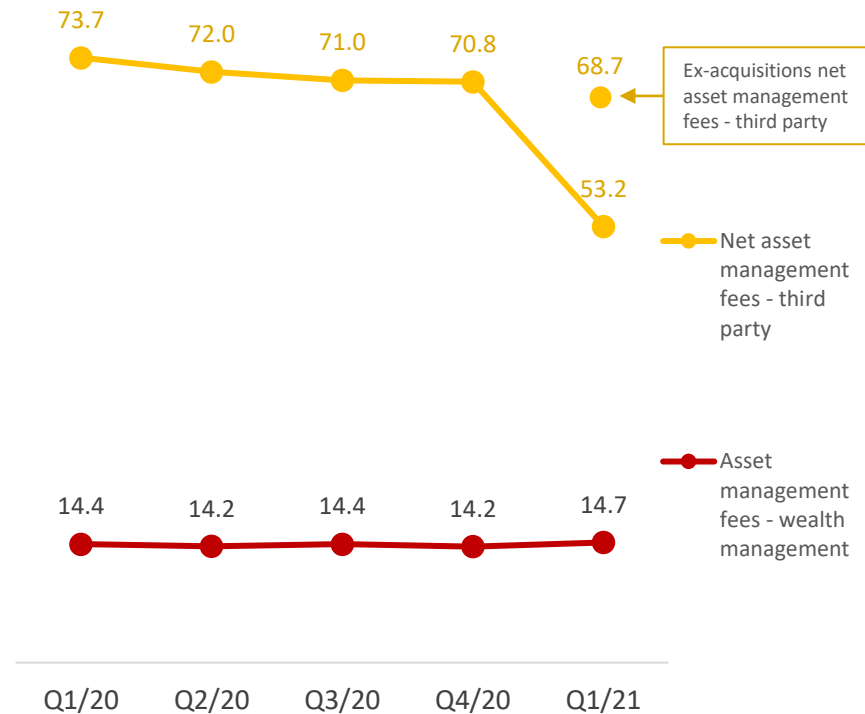
- Blue: Average assets under advisement
- Orange: Average assets under management
- Yellow: Other product commissions are driven by other financial planning revenues
- Green: Gross inflows

# Asset Management Key Profitability Drivers

Average AUM (\$B), Net Asset Management Fees (bps)<sup>1</sup>



Key Revenue as bps of Respective Driver<sup>1</sup>  
(Third-party AUM or Sub-advisory AUM to Wealth Mgmt.)



<sup>1</sup> Rates are annualized based on the number of days in the period (e.g. 365/90 for Q1/21) while trailing commission expenses are paid and accrued based on the number of months in the period (i.e. 3/12 each quarter), which causes some seasonality in the third-party net asset management fee rate.

# Asset Management Segment Profitability

\$ Millions (unless otherwise noted):<sup>1</sup>


Asset Management	Q1/20	Q4/20	Q1/21	Change YoY		Change QoQ	
				\$	%	\$	%
Days in the period	91	92	90		(1.1%)		(2.2%)
<b>Assets under Management (\$B)</b>							
Excluding sub-advisory to Wealth Mgmt.	67.1	77.2	112.7	45.6	67.9%	35.5	46.0%
Sub-advisory to Wealth Management	70.3	72.3	74.5	4.2	5.9%	2.2	3.0%
	<b>137.5</b>	<b>149.5</b>	<b>187.2</b>	<b>49.7</b>	<b>36.2%</b>	<b>37.7</b>	<b>25.2%</b>
<b>Revenues</b>							
Asset management							
Asset management fees - third party	198.6	216.3	233.0	34.4	17.3%	16.7	7.7%
Dealer compensation expenses	(75.5)	(78.6)	(85.3)	(9.8)	13.0%	(6.6)	8.4%
Net asset management fees - third party	<b>123.1</b>	<b>137.7</b>	<b>147.7</b>	<b>24.7</b>	<b>20.0%</b>	<b>10.0</b>	<b>7.3%</b>
Asset management fees - wealth management	25.2	25.8	26.9	1.7	6.6%	1.1	4.3%
Net asset management fees	<b>148.3</b>	<b>163.5</b>	<b>174.6</b>	<b>26.3</b>	<b>17.8%</b>	<b>11.1</b>	<b>6.8%</b>
Net investment income and other	(2.2)	1.0	1.2	3.4	n/m	0.2	18.6%
	<b>146.1</b>	<b>164.5</b>	<b>175.8</b>	<b>29.8</b>	<b>20.4%</b>	<b>11.3</b>	<b>6.9%</b>
<b>Expenses</b>							
Business development	19.9	28.3	20.3	0.4	2.1%	(8.0)	(28.2%)
Operations and support	<b>74.7</b>	<b>74.6</b>	<b>83.5</b>	<b>8.8</b>	<b>11.8%</b>	<b>8.9</b>	<b>11.9%</b>
Sub-advisory	2.5	1.5	1.7	(0.8)	(32.1%)	0.2	15.4%
	<b>97.1</b>	<b>104.4</b>	<b>105.5</b>	<b>8.4</b>	<b>8.7%</b>	<b>1.1</b>	<b>1.0%</b>
	<b>49.0</b>	<b>60.1</b>	<b>70.3</b>	<b>21.3</b>	<b>43.6%</b>	<b>10.2</b>	<b>17.0%</b>
<b>Adjusted EBIT</b>							
Interest expense	5.1	5.2	5.8	0.7	14.5%	0.6	11.6%
<b>Earnings before taxes</b>	<b>43.9</b>	<b>54.9</b>	<b>64.5</b>	<b>20.6</b>	<b>46.9%</b>	<b>9.6</b>	<b>17.5%</b>
Income taxes	11.6	14.2	16.5	4.9	42.2%	2.4	16.6%
<b>Adjusted net earnings</b>	<b>32.3</b>	<b>40.7</b>	<b>48.0</b>	<b>15.7</b>	<b>48.6%</b>	<b>7.2</b>	<b>17.8%</b>

Colour shading conveys key drivers and related revenue & expense items<sup>1</sup>

- Q1 2021 is the first quarter that fully reflects the impact of GLC and Greenchip acquisitions that closed December 2020
- Excluding the impact of acquisitions, operations and support expenses increased \$2.8MM or 3.7% year-over-year, below 5% full year guidance on this basis due to seasonality and timing
  - Q1/21 expenses include the impact of the GLC and Greenchip acquisitions (\$1MM purchase price amortization & \$5MM other).
- Excluding acquisitions, asset management net earnings increased 42%

1) Colour shading conveys key drivers and related revenue & expense items:

- Yellow: AUM excluding sub-advisory to Wealth Mgmt.
- Orange: AUM sub-advised to Wealth Management
- Blue: Total AUM



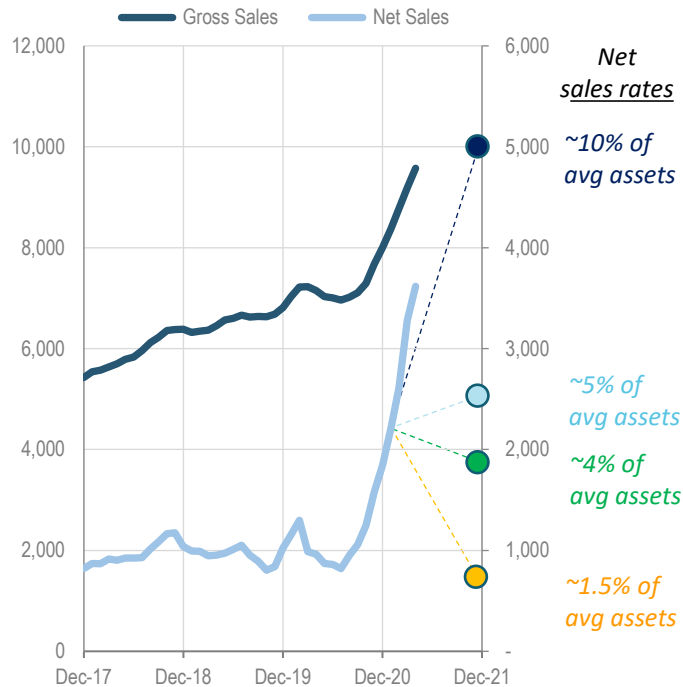
# Q&A



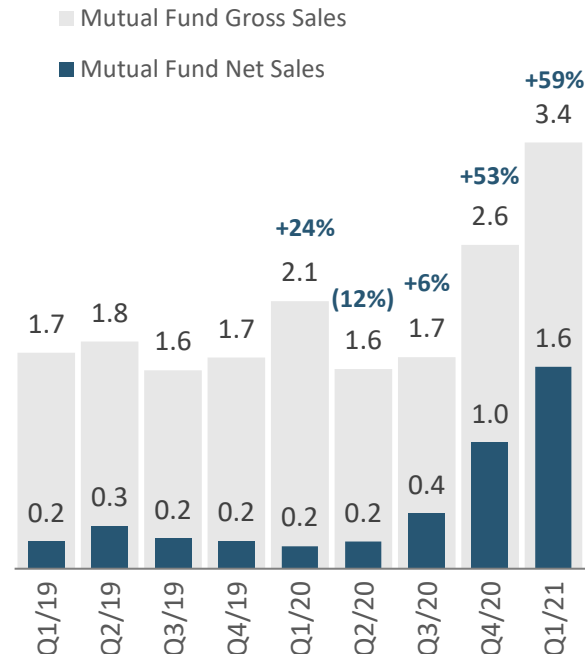
# Appendix

# Mackenzie Retail Mutual Fund Sales & Business Development Expenses

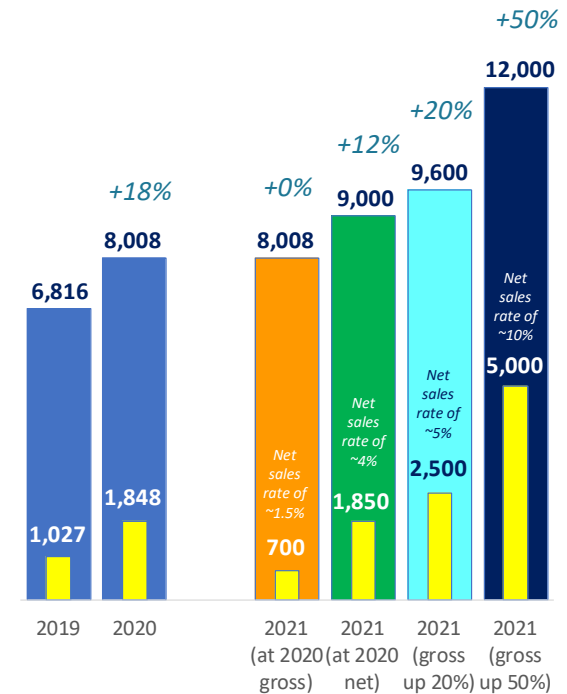
## Retail Mutual Fund Sales Last twelve month trailing (\$MM)



## Retail Mutual Fund Sales Quarters (\$B)



## Retail Mutual Fund Sales Full Years (\$MM)



- Business development expense includes **wholesaling commissions**, other sales team expenses & advertising
- Commissions are expensed as incurred
- Retail mutual funds are held for 6.5 years on average and the current annual contribution margin is ~1.0% of average assets

Business development expense (\$ MM)

Year-over-year change

% of retail mutual fund gross sales

20.8	19.2	17.4	22.5	19.8	16.0	16.0	28.3	20.3	79.9	80.2	77.0	80.6	84.3	95.2
				(5%)	(17%)	(8%)	26%	3%		0%	(4%)	0%	5%	19%
1.20%	1.06%	1.10%	1.33%	0.93%	1.00%	0.95%	1.09%	0.60%	1.17%	1.00%	0.96%	0.90%	0.87%	0.78%

Wholesaling commissions vary based upon gross and net sales activity. Each calendar year, the rates are reset. Amounts are earned based upon a full year's results.

# IGM Financial Operations & Support and Business Development Expenses<sup>1</sup>

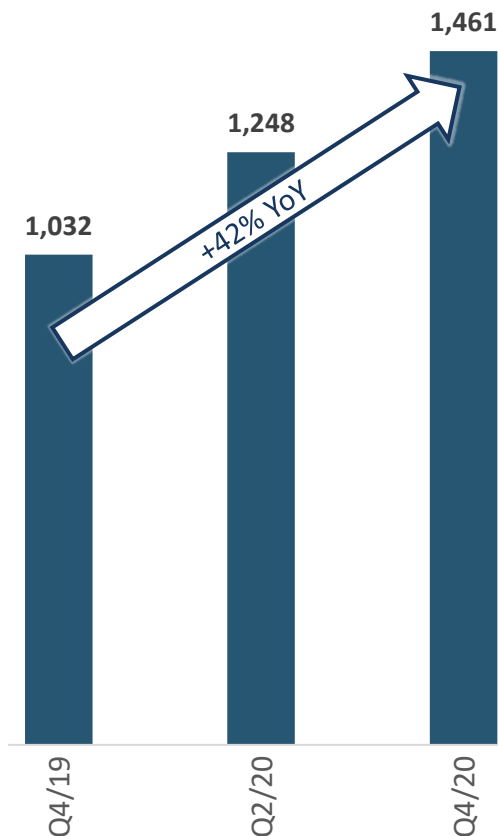
	2019	2020	% Change	2021 Guidance (expressed as change relative to 2020)
<b>Business development expenses</b>				
IG Wealth	207.3	199.1	(4.0%)	<3%
IPC	27.3	28.8	5.8%	5 – 10%
Mackenzie	79.9	80.2	0.4%	5% (~20% variable with sales & ~20% discretionary; see previous slide) ①
<b>IGM Consolidated</b>	<b>314.5</b>	<b>308.1</b>	<b>(2.0%)</b>	<b>4 – 4.5%</b>
<b>Operations &amp; support expenses</b>				
IG Wealth	385.7	407.1	5.5%	<0.5% (excluding pension increase of \$6MM)
IPC	50.3	46.6	(7.3%)	<2%
Mackenzie	295.2	293.7	(0.5%)	5% + \$24MM from GLC & Greenchip <sup>2</sup> ①
Other & elim.	1.9	4.0	n/m	<3%
<b>IGM Consolidated</b>	<b>733.1</b>	<b>751.4</b>	<b>2.5%</b>	<b>~2.25%</b> (excluding \$24MM GLC & Greenchip <sup>2</sup> and pension increase of \$6MM) ②
<b>Operations &amp; support and business development expenses</b>				
IG Wealth	593.0	606.2	2.2%	<1.5% (excluding pension increase of \$6MM)
IPC	77.6	75.4	(2.9%)	3 – 5%
Mackenzie	375.1	373.9	(0.3%)	5% + \$24MM from GLC & Greenchip <sup>2</sup>
Other & elim.	1.9	4.0	n/m	<3%
<b>IGM Consolidated</b>	<b>1,047.6</b>	<b>1,059.5</b>	<b>1.1%</b> <sup>3</sup>	<b>~3%</b> (excluding \$24MM GLC & Greenchip <sup>2</sup> and pension increase of \$6MM)

- ① Significant business momentum at Mackenzie
- ② Operations & support expenses increasing ~2.25% excluding \$6MM increase in pension expense from interest rate declines and incremental expenses from GLC and Greenchip acquisitions
- \$24MM in incremental expenses from GLC and Greenchip acquisitions (including \$4MM purchase price amortization)<sup>2</sup>

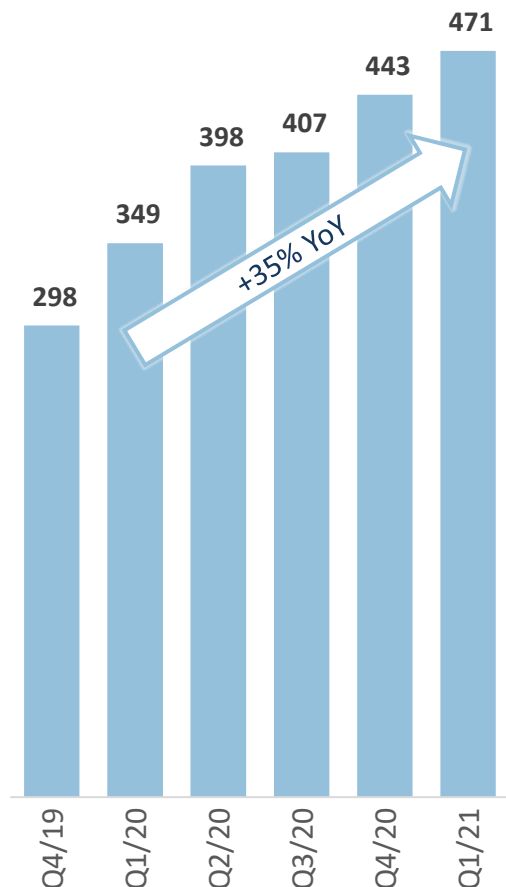
1) Excludes restructuring and other items (see slide 4 for additional details). 2) Includes purchase price amortization, which is expected to be \$4MM annually. 3) 2020 operations & support and business development expenses increased 2.7% relative to 2019, after adjusting for the impact of the \$15.6 million of Consultant practice benefit entitlements at IG Wealth in 2019 that were reclassified to asset-based compensation starting in 2020.

# China AMC – A Leading Chinese Asset Manager – Delivering Accelerated Growth with Q4/20 AUM and Q1/21 Net Earnings Increasing Over 40% Year-over-year

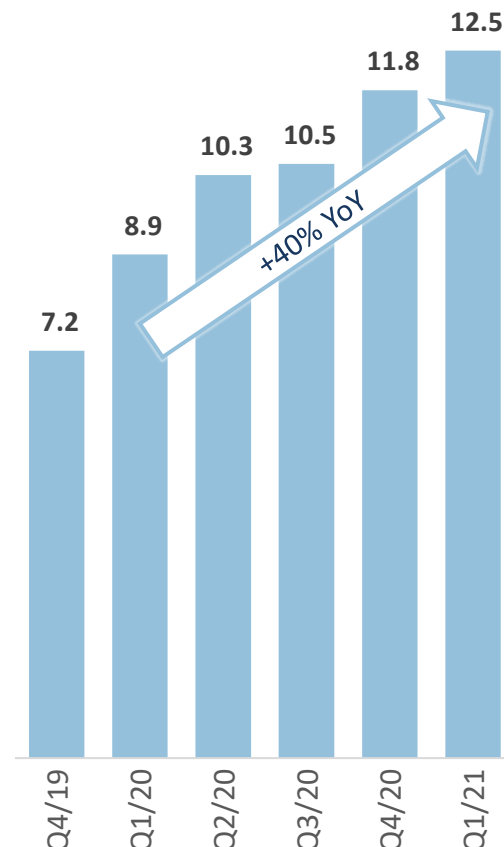
**China AMC Ending AUM<sup>1</sup>**  
(RMB billions)



**China AMC Net Earnings**  
(RMB millions)



**IGM Share of China AMC Earnings**  
(CAD millions)



CAD/RMB = 5.118<sup>2</sup>

1) China AMC's assets under management is reported semi-annually and excludes China Asset Management Co., Ltd subsidiary assets under management. 2) Q1 2021 average foreign exchange rate for CAD/RMB.