



IGM FINANCIAL
Annual Meeting of the Shareholders

SPEAKING NOTES
(Check against deliver)

DAMON MURCHISON
PRESIDENT AND CHIEF EXECUTIVE OFFICER
IG WEALTH MANAGEMENT

Friday, May 7, 2021
11am CT

Thank you, James.

Building on your remarks, I can't recall a more unprecedented year - where Canadians have been as concerned about their financial well-being - and for good reason. Almost everything in our day-to-day lives was effected by the pandemic – businesses large and small, markets around the globe, and communities across Canada.

But for us, the key drivers of our Wealth Management business did not change.

We stayed focused on helping Canadians reach their retirement goals. We continued advising our clients on the most efficient tax planning, so they could keep more of their hard-earned money. And we continued to help optimize estate planning so they could be confident their families were secure.

While we did these things to take care of our clients, we also continued to honour our commitment to our employees, advisors and communities – including advancing our standards for diversity, equity and inclusion – and striving to meet our environmental and governance responsibilities.

As we have for more than 90 years, IG Wealth Management continued to share our financial expertise with Canadians so everyone could have access to the knowledge that it takes to achieve financial well-being.

During a challenging 2020, our client assets under advisement grew to \$103 billion, an increase of more than 6 per cent from 2019. While our gross client inflows hit a record-high of \$10 billion, and our net flows of \$795 million were the second highest in a decade.

We also made significant progress with the high-net-worth segment across our Private Wealth Management business. High-net-worth investors – who tend to have more complex financial needs – represent a growing segment of our client base.

And finally, we hit a new milestone with our clients with smaller accounts – under our National Service Centre – where we have more than 214,000 clients and \$1.8-billion in assets under advisement. Our client-first strategy – means serving

all clients across the financial spectrum – helping them achieve their financial goals.

Our strong performance has continued into 2021.

In fact, IG Wealth Management's Q1 results were our best in over two decades. Record high gross client inflows were up 21 per cent over Q1 2020, to \$3.6-billion. That brings total assets under advisement to a record high \$107-billion, up 3.6 per cent from December 31, 2020 and 24.7 percent from March 31, 2020.

To achieve these results, it was important that we focused on inspiring financial confidence during these challenging times, reassuring our clients that we are with them every step of the way. And we were, leveraging our skills, expertise and technology to help them successfully navigate the year.

The business transformation we already had well under way – which includes partnerships with industry-leading organizations like Salesforce, Slalom and Conquest Planning – delivered enhanced productivity, analytical tools and state of the art digital applications.

These investments enabled us to strengthen our client connections, by leveraging, the IG Advisor Portal, digital forms, and our Living Plan financial planning software, so we were able to still help our clients achieve their life goals – even when we couldn't meet in person.

The skill that our advisors exhibited in communicating the message served our clients well. It held down net redemptions, which is of course good for shareholder value.

Not only did our employees and advisors rise to the challenge in 2020 – but so too did our performance. We are committed to offering well-constructed managed solutions and I'm proud that so many IG Wealth Management funds and portfolios ranked as top Morningstar Canada performers.

We were also honored this year to receive eight Fundata FundGrade A+ Awards. These prestigious annual awards recognize investment funds that achieve

consistently high performance. Congratulations to our investment management team and world-class global sub-advisory partners.

In addition to doing the right thing for clients and shareholders, IG also supported our communities where we live and work. We made meaningful investments of time, money and resources to strengthen the social fabric of Canada in 2020.

In the midst of the pandemic, we launched **Answering the Call** - a program that delivered support to Canada's small and medium-sized businesses and their communities as they navigated the financial challenges of the COVID-19 crisis.

To help meet the unique needs of Indigenous peoples in Canada, we launched the **IG Empower Your Tomorrow Indigenous Commitment**. This commitment sees us invest \$5 million over five years to support programs and initiatives to enhance financial skills and confidence in Indigenous communities in Canada.

We also proudly continued to support our annual national IG Walk for Alzheimer's, which went virtual last year, raising an incredible \$5.1 million. That put it in the top ten peer-to-peer fundraising campaigns in Canada. This was truly a terrific result for which I say congratulations to all!

Finally, our client-centric focus and success could not have happened without the extraordinary efforts of our employees and advisors. During this year-of-the-pandemic, they remained focused on reassuring and advising our clients, while also personally dealing with its effects on their own lives.

As a company, we have tried to be there, to be supportive and to be flexible in recognizing the effects, on both physical and mental health. That will continue, even as we look ahead with some optimism to less-challenging times.

And now I will hand things over to Barry McInerney...