



**IGM FINANCIAL**  
**Annual Meeting of the Shareholders**

**SPEAKING NOTES**  
(Check against delivery)

**DAMON MURCHISON**  
PRESIDENT AND CHIEF EXECUTIVE OFFICER  
IG WEALTH MANAGEMENT

**Friday, May 6, 2022**  
**10am CT**

**Thank you, James.**

Good morning everyone.

Last year at this time, we thought the pandemic was on its last legs. But as we all know, it has taken a little longer than expected. And during uncertain times, Canadians concerned about their financial futures and well-being, look to IG Wealth Management for guidance, support and peace of mind.

In 2021, we continued to provide clients with tailored advice, support and financial planning. We helped them invest more of their hard-earned money to establish a financial foundation their families can depend on – both today and tomorrow.

Once again, I'm delighted to report on an outstanding year of performance and achievement for IG Wealth Management. Our employees and advisors made this all possible by building upon our client-centric strategy and focus on our targeted client segments. Still working from home, they demonstrated an unwavering drive to serve our clients and help them plan and live better by drawing on IG's history of providing advice and sound financial planning,

In 2021, our total assets under advisement grew to \$119.6 billion, an increase of 16 per cent from the previous year. We achieved an all-time record high with gross client inflows of \$13.4 billion, and our net flows, also our highest ever, were a remarkable \$3.7 billion.

Our Private Wealth Management business continued to see opportunities and progress as we built out our mass affluent and high-net-worth offerings. In 2021, client inflows to households with over \$500 thousand increased by 46 per cent compared to 2020. This segment represented 59 per cent of our sales, up from 54 per cent in 2020.

IG's momentum has continued as we carried over our strong performance into 2022.

For the first quarter of this year, IG's net client inflows of \$1.5 billion were the highest result in our history, and an increase of 44 per cent from \$1.0 billion in

2021. Gross client inflows of \$4.0 billion were also a record quarterly high, up 10 per cent from 2021. Total assets under advisement were \$116 billion. What a great way to start the year.

IG's success in 2021 and beyond is based on building long lasting relationships founded on trust, confidence and strong client engagement. Productivity across our financial advisors is up significantly year-over-year, as the demand for our financial planning continues to grow. Our clients know they can depend on us for solid advice, for technology and services that make their lives better, and for an unwavering commitment to their financial well-being.

To strengthen our client relationships, we launched the Conquest financial planning software, which enables us to deliver our next generation of the IG Living Plan.

In October 2021, we launched our Climate Action Portfolios, a suite of four managed solutions developed for clients who are looking for ways to both support and benefit from the worldwide shift to net-zero carbon emissions.

Our investments in innovation played an important role in the 2021 Investment Executive Dealers' Report Card. I'm proud that our investment enabled us to improve our scores in 26 of the 27 business categories - more than any other company in the study. Additionally, 76% of our mutual fund assets ranked by Morningstar Canada were rated as three stars or better.

This year, we were also proud to receive five FundGrade A+ Awards. The awards go to investment funds that achieve consistently high performance, and congratulations to our investment management team and our sub-advisory partners around the world for making this possible.

In addition to the quality of our service, people and products, IG's success is rooted in the connections we have built for over 95 years. To strengthen those connections, in 2021, we invested time, money and expertise to support people, causes and communities across Canada.

We were proud to be ranked as a Top 100 Employer across Canada, and to be recognized for our commitment to being a diverse, equitable and inclusive workplace where people are encouraged to do their best and be their best selves.

In 2021, IG Wealth Management and Power Corporation announced a partnership with the National Centre for Truth and Reconciliation, to support Imagine a Canada, a youth inspired Indigenous reconciliation project. This partnership builds on the IG Empower Your Tomorrow Indigenous Commitment, which we announced in late 2020 and kicked-off last year, delivering \$5 million over five years to Indigenous communities and causes across Canada.

The pandemic may have kept us at home, but it couldn't keep us down. In May 2021, over 9,500 virtual walkers and 38,000 donors helped us raise \$5.2 million to support the Alzheimer Society of Canada through the annual IG Wealth Management Walk for Alzheimer's. This was a fantastic effort and a great result, congratulations and thank you to everyone who participated.

Finally, our achievements throughout the year were built on a client-centric approach and a commitment, which is shared across our company, to creating wealth for clients, opportunity for employees and our advisors, and lasting value for our communities.

Now before I hand things over to Barry McInerney, I wanted to take a moment to thank him for all of his guidance, mentorship and incredible support over the past 6 years. I had the pleasure of working very closely with Barry for many years in my previous role and I can ensure you that he will be missed and his legacy will live on for many years to come.

**Now, I ask you to join me, in a warm round of applause as I hand things over to Barry McInerney...**