Management's Discussion and Analysis

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The Management's Discussion and Analysis (MD&A) presents management's view of the results of operations and financial condition of IGM Financial Inc. (IGM Financial or the Company) as at and for the three months ended March 31, 2025 and should be read in conjunction with the unaudited Interim Condensed Consolidated Financial Statements (Interim Financial Statements), as well as the 2024 IGM Financial Inc. Annual Report filed on www.sedarplus.ca. Commentary in the MD&A as at and for the three months ended March 31, 2025 is as of May 8, 2025.

Basis of Presentation and Summary of Accounting Policies

The Interim Financial Statements of IGM Financial, which are the basis of the information presented in the Company's MD&A, have been prepared in accordance with International Accounting Standard 34, *Interim Financial Reporting* and are presented in Canadian dollars (Note 2 of the Interim Financial Statements).

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 Inc.'s (IGM Financial, IGM or the Company) and, where applicable, its subsidiaries' and strategic investments', current expectations. Forward-looking statements are provided to assist the reader in understanding the Company's, and its subsidiaries and strategic investments, 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, and its subsidiaries and strategic investments, 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, including environmental and social, strategic goals and priorities will not be achieved.

A variety of material factors, many of which are beyond the Company's and its subsidiaries' and strategic investments' control, affect the operations, performance and results of the Company and its subsidiaries and strategic investments, 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, environmental and social risks, business competition, technological change, changes in government regulations and legislation, changes in tax laws, the impact of trade relations, 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' and strategic investments' 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, including this Management's Discussion and Analysis and its most recent Annual Information Form, filed with the securities regulatory authorities in Canada, available at www.sedarplus.ca.

Non-IFRS Financial Measures and Other Financial Measures

This report contains Non-IFRS financial measures and non-IFRS ratios that do not have standard meanings prescribed by International Financial Reporting Standards (IFRS) and may not be directly comparable to similar measures used by other companies. These measures and ratios are used to provide management, investors and investment analysts with additional measures to assess earnings performance.

Non-IFRS financial measures include, but are not limited to, "adjusted net earnings available to common shareholders", "adjusted net earnings", "adjusted earnings before income taxes", "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). These measures exclude other items which are items of a non-recurring nature, or that could make the period-over-period comparison of results from operations less meaningful. Effective in the first quarter of 2024, these measures also exclude the Company's proportionate share of items that Great-West Lifeco Inc. (Lifeco) excludes from its IFRS reported net earnings in arriving at Lifeco's base earnings. Base earnings is an alternate measure Lifeco uses to understand the underlying business performance compared to IFRS net earnings. Lifeco's financial information can be obtained in its disclosure materials filed on www.sedarplus.ca. Comparative periods have been restated to reflect this change. EBITDA before sales commissions excludes all sales commissions. EBITDA after sales commissions includes all sales commissions and highlights aggregate cash flows.

Non-IFRS ratios include the following:

Ratio	Numerator	Denominator
Adjusted earnings per share (Adjusted EPS)	Adjusted net earnings available to common shareholders	Average number of outstanding common shares on a diluted basis
Return (Adjusted return) on equity (ROE, Adjusted ROE)	Net earnings (Adjusted net earnings) available to common shareholders	Average shareholders' equity excluding non-controlling interest
ROE (Adjusted ROE) excluding the impact of fair value through other comprehensive income investments	Net earnings (Adjusted net earnings) available to common shareholders	Average shareholders' equity excluding non-controlling interest and the impact of fair value through other comprehensive income investments net of tax

Refer to the appropriate reconciliations of non-IFRS financial measures, including as components of non-IFRS ratios, to reported results in accordance with IFRS in Tables 1, 2 and 3.

This report also contains other financial measures which include:

- **Assets Under Management and Advisement (AUM&A)** represents the consolidated AUM and AUA of IGM Financial's core businesses IG Wealth Management and Mackenzie Investments. In the Wealth Management segment, AUM is a component part of AUA. All instances where the asset management segment is providing investment management services or distributing its products through the Wealth Management segment are eliminated in IGM Financial's reporting such that there is no double-counting of the same client savings held at IGM Financial's core businesses.
- **Assets Under Advisement (AUA)** are the key driver of the Wealth Management segment. AUA are savings and investment products held within client accounts of our Wealth Management segment core business.
- **Assets Under Management (AUM)** are the key driver of the Asset Management segment. AUM are an additional driver of revenues and expenses within the Wealth Management segment in relation to its investment management activities. AUM are client assets where we provide investment management services, and include investment funds where we are the fund manager, investment advisory mandates to institutions, and other client accounts where we have discretionary portfolio management responsibilities.
- **Assets Under Management and Advisement Including Strategic Investments (AUM&A Including SI)** represents AUM&A including the Company's proportionate share of the AUM&A of strategic investments based on the Company's interest in the strategic investments. The strategic investments included are those whose activities are primarily in asset and wealth management, and include ChinaAMC, Northleaf, Rockefeller and Wealthsimple. Rockefeller client assets include assets under management and advisement as well as assets held for investment purposes and only receiving administrative services.
- **Working Capital** which consists of current assets less current liabilities excluding assets and liabilities not reflective of ongoing operations.

IGM Financial Inc.

Summary of Consolidated Operating Results

IGM Financial Inc. (TSX:IGM) is a leading wealth and asset management company supporting advisors and the clients they serve in Canada, and institutional investors globally. The Company operates through a number of operating subsidiaries and also holds a number of strategic investments that provide benefits to these subsidiaries while furthering the Company's growth prospects. The Company's wealth management segment consists of IG Wealth Management (IG), and strategic investments in Rockefeller Capital Management (Rockefeller) and Wealthsimple Financial Corp. (Wealthsimple). The asset management segment consists of Mackenzie Investments (Mackenzie) and strategic investments in China Asset Management Co., Ltd. (ChinaAMC) and Northleaf Capital Group Ltd. (Northleaf). The Company also holds an investment in Great-West Lifeco Inc. (Lifeco).

IGM Financial's Assets Under Management and Advisement Including Strategic Investments (AUM&A Including SI) were $503.6 billion as at March 31, 2025, an all-time high, compared with $422.8 billion at March 31, 2024 and $483.5 billion at December 31, 2024, as detailed in Table 5.

IGM Financial's Assets Under Management and Advisement (AUM&A) were $275.0 billion as at March 31, 2025, the highest quarter-end level in the history of the Company, compared with $252.2 billion at March 31, 2024 and $270.4 billion at December 31, 2024. Average total AUM&A for the first quarter of 2025 were $274.7 billion, compared to $245.0 billion in the first quarter of 2024 and $269.3 billion in the fourth quarter of 2024.

Net earnings available to common shareholders for the three months ended March 31, 2025 were $233.8 million or $0.98 per share compared with net earnings available to common shareholders of $223.4 million or $0.94 per share for the comparative period in 2024. Net earnings available to common shareholders for the three months ended December 31, 2024 were $254.7 million or $1.07 per share.

Adjusted net earnings available to common shareholders (a non-IFRS measure – see Non-IFRS Financial Measures and Other Financial Measures and Table 1), excluding other items outlined below, for the three months ended March 31, 2025 were $237.8 million or $1.00 per share, which were both first quarter record highs, compared with adjusted net earnings available to common shareholders of $224.5 million or $0.94 per share for the comparative period in 2024, representing an increase of 6.4% in adjusted earnings per share. Adjusted net earnings available to common shareholders in the current quarter represented a decrease of 4.8% in adjusted earnings per share from $250.0 million or $1.05 per share for the three months ended December 31, 2024.

Other items for the three months ended March 31, 2025 consisted of ($4.0) million reflecting the Company's proportionate share of items Lifeco excludes from its base earnings (Lifeco other items). Lifeco excludes items from its IFRS reported net earnings to arrive at base earnings, which are an alternate measure Lifeco uses to understand the underlying business performance compared to IFRS net earnings. Lifeco's financial information can be obtained in its disclosure materials filed on www.sedarplus.ca.

Lifeco other items may include market related impacts; assumption changes and management actions; business transformation impacts; realized gains and losses on assets measured at Fair Value Through Other Comprehensive Income; equity and interest impacts on the measurement of surplus assets and liabilities; amortization of acquisition related finite life intangible assets; material legal, impairment, and tax related charges, impacts of disposals and acquisitions; and other items that, when removed, assist in explaining Lifeco's underlying business.

Other items for the three months ended March 31, 2024 consisted of Lifeco other items of ($1.1) million.

Other items for the three months ended December 31, 2024 consisted of the tax loss consolidation of $4.7 million related to the benefit from tax loss consolidation transactions that the Company has entered into with a subsidiary of Power.

Total equity was $8.0 billion as at March 31, 2025, compared to $7.9 billion at December 31, 2024. Adjusted ROE (a non-IFRS ratio – see Non-IFRS Financial Measures and Other Financial Measures) for the three months ended March 31, 2025 was 12.1% compared with 13.3% for the comparative period in 2024. Adjusted ROE excluding the impact of fair value through other comprehensive income investments (a non-IFRS ratio – see Non-IFRS Financial

Table 1: Reconciliation of Non-IFRS Financial Measures

			Three months ended
($ millions except EPS)	**2025 Mar. 31**	2024 Dec. 31	2024 Mar. 31
Adjusted net earnings available to common shareholders[1]	**$ 237.8**	$ 250.0	$ 224.5
Lifeco other items	**(4.0)**	–	(1.1)
Tax loss consolidation	**–**	4.7	–
Net earnings available to common shareholders	**$ 233.8**	$ 254.7	$ 223.4
Adjusted earnings per share[1]	**$ 1.00**	$ 1.05	$ 0.94
Lifeco other items	**(0.02)**	–	–
Tax loss consolidation	**–**	0.02	–
Earnings per share[2]	**$ 0.98**	$ 1.07	$ 0.94
Average outstanding shares – Diluted *(thousands)*	**238,233**	238,304	238,112
EBITDA before sales commissions[1]	**$ 393.6**	$ 409.3	$ 374.5
Sales–based commissions paid	**(34.2)**	(34.4)	(33.2)
EBITDA after sales commissions[1]	**359.4**	374.9	341.3
Sales–based commissions paid subject to amortization	**34.2**	34.4	33.2
Amortization of capitalized sales commissions	**(27.8)**	(27.3)	(25.4)
Amortization of capital, intangible and other assets	**(24.7)**	(23.7)	(23.6)
Adjusted earnings before interest and taxes[1]	**341.1**	358.3	325.5
Interest expense[3]	**32.0**	32.5	32.3
Adjusted earnings before income taxes[1]	**309.1**	325.8	293.2
Income taxes	**69.6**	75.1	67.3
Adjusted net earnings[1]	**239.5**	250.7	225.9
Lifeco other items	**(4.0)**	–	(1.1)
Tax loss consolidation	**–**	4.7	–
Net earnings	**235.5**	255.4	224.8
Non-controlling interest	**1.7**	0.7	1.4
Net earnings available to common shareholders	**$ 233.8**	$ 254.7	$ 223.4

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.
(2) Diluted earnings per share.
(3) Interest expense includes interest on long-term debt and leases.

Measures and Other Financial Measures) for the three months ended March 31, 2025 was 13.7% compared with 14.2% for the comparative period in 2024. The quarterly dividend per common share declared in the first quarter of 2025 was 56.25 cents, unchanged from the fourth quarter of 2024.

Market Overview

Financial market returns were generally positive for the first quarter of 2025:

- The S&P TSX Composite total return index increased by 1.5% in the first quarter of 2025. In 2024, there was an increase of 6.6% in the first quarter and 21.6% for the year.
- U.S. equity markets, as measured by the S&P 500 total return index, decreased by 4.3% in the first quarter of 2025. In 2024, there was an increase of 10.6% in the first quarter and 25.0% for the year.
- European equity markets, as measured by the MSCI Europe net total return index, increased by 5.9% in the first quarter of 2025. In 2024, there was an increase of 7.6% in the first quarter and 8.6% for the year.
- Asian equity markets, as measured by the MSCI AC Asia Pacific net total return index, increased by 0.9% in the first quarter of 2025. In 2024, there was an increase of 5.0% in the first quarter and 9.6% for the year.
- Chinese equity markets, as measured by the CSI 300 net total return index, decreased by 1.0% in the first quarter of 2025. In 2024, there was an increase of 3.1% in the first quarter and 17.9% for the year.
- The FTSE TMX Canada Universe Bond total return index increased by 2.0% in the first quarter of 2025. In 2024,

Table 2: Consolidated Operating Results by Segment – Q1 2025 vs. Q1 2024

	Wealth Management		Asset Management		Corporate & Other		Total	
Three months ended *($ millions)*	**2025 Mar. 31**	2024 Mar. 31	**2025 Mar. 31**	2024 Mar. 31	**2025 Mar. 31**	2024 Mar. 31	**2025 Mar. 31**	2024 Mar. 31
Revenues								
Wealth management	**$ 642.8**	$ 584.5	**$ –**	$ –	**$ (3.3)**	$ (1.9)	**$ 639.5**	$ 582.6
Asset management	**–**	–	**284.4**	267.9	**(26.5)**	(26.0)	**257.9**	241.9
Dealer compensation expense	**–**	–	**(83.7)**	(79.3)	**(1.4)**	(0.8)	**(85.1)**	(80.1)
Net asset management	**–**	–	**200.7**	188.6	**(27.9)**	(26.8)	**172.8**	161.8
Net investment income and other	**2.1**	5.3	**1.5**	6.5	**4.2**	3.8	**7.8**	15.6
Proportionate share of associates' earnings	**(3.7)**	(5.1)	**39.0**	34.0	**24.5**	23.9	**59.8**	52.8
	641.2	584.7	**241.2**	229.1	**(2.5)**	(1.0)	**879.9**	812.8
Expenses								
Advisory and business development	**275.1**	244.2	**26.2**	21.4	**–**	–	**301.3**	265.6
Operations and support	**117.9**	115.0	**97.1**	88.5	**0.8**	0.4	**215.8**	203.9
Sub-advisory	**51.5**	45.3	**1.4**	1.3	**(31.2)**	(28.8)	**21.7**	17.8
	444.5	404.5	**124.7**	111.2	**(30.4)**	(28.4)	**538.8**	487.3
Adjusted earnings before interest and taxes(1)	**196.7**	180.2	**116.5**	117.9	**27.9**	27.4	**341.1**	325.5
Interest expense(2)	**25.5**	25.8	**6.5**	6.5	**–**	–	**32.0**	32.3
Adjusted earnings before income taxes(1)	**171.2**	154.4	**110.0**	111.4	**27.9**	27.4	**309.1**	293.2
Income taxes	**46.9**	43.2	**21.8**	23.2	**0.9**	0.9	**69.6**	67.3
Adjusted net earnings(1)	**124.3**	111.2	**88.2**	88.2	**27.0**	26.5	**239.5**	225.9
Non-controlling interest	**–**	–	**1.7**	1.4	**–**	–	**1.7**	1.4
Adjusted net earnings available to common shareholders(1)	**$ 124.3**	$ 111.2	**$ 86.5**	$ 86.8	**$ 27.0**	$ 26.5	**237.8**	224.5
Other items(1), net of tax								
Lifeco other items							**(4.0)**	(1.1)
Net earnings available to common shareholders							**$ 233.8**	$ 223.4

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.
(2) Interest expense includes interest on long-term debt and leases.

there was a decrease of 1.2% in the first quarter and an increase of 4.2% for the year.

- Our clients experienced average investment returns of 0.4% in the first quarter of 2025. In 2024, client investment returns were 5.7% in the first quarter and 15.5% for the year.

IGM Financial's AUM&A increased by 1.7% from $270.4 billion at December 31, 2024 to $275.0 billion at March 31, 2025. See Table 27 for the composition of IGM Financial's AUM&A.

Reportable Segments

The Company's reportable segments are Wealth Management, Asset Management and Corporate & Other and reflect the Company's internal financial reporting and performance measurement (Tables 2 and 3):

- ***Wealth Management*** – reflects the activities of its core business and strategic investments that are principally focused on providing financial planning and related services to retail client households. This segment includes the activities of IG Wealth Management which is a retail distribution organization that serves Canadian households through its securities dealer, mutual fund dealer and other subsidiaries licensed to distribute financial products and services. A majority of the revenues of this segment are derived from providing financial advice and distributing financial products and services to Canadian households. This segment also includes the investment management activities of these organizations, including mutual fund

Table 3: Consolidated Operating Results by Segment – Q1 2025 vs. Q4 2024

	Wealth Management		Asset Management		Corporate & Other		Total	
Three months ended *($ millions)*	**2025 Mar. 31**	2024 Dec. 31	**2025 Mar. 31**	2024 Dec. 31	**2025 Mar. 31**	2024 Dec. 31	**2025 Mar. 31**	2024 Dec. 31
Revenues								
Wealth management	**$ 642.8**	$ 650.3	**$ –**	$ –	**$ (3.3)**	$ (2.8)	**$ 639.5**	$ 647.5
Asset management	**–**	–	**284.4**	288.3	**(26.5)**	(26.7)	**257.9**	261.6
Dealer compensation expense	**–**	–	**(83.7)**	(84.0)	**(1.4)**	(1.2)	**(85.1)**	(85.2)
Net asset management	**–**	–	**200.7**	204.3	**(27.9)**	(27.9)	**172.8**	176.4
Net investment income and other	**2.1**	3.3	**1.5**	8.5	**4.2**	5.5	**7.8**	17.3
Proportionate share of associates' earnings	**(3.7)**	(2.4)	**39.0**	29.2	**24.5**	26.3	**59.8**	53.1
	641.2	651.2	**241.2**	242.0	**(2.5)**	1.1	**879.9**	894.3
Expenses								
Advisory and business development	**275.1**	274.1	**26.2**	24.2	**–**	–	**301.3**	298.3
Operations and support	**117.9**	118.4	**97.1**	97.1	**0.8**	1.0	**215.8**	216.5
Sub-advisory	**51.5**	50.5	**1.4**	1.6	**(31.2)**	(30.9)	**21.7**	21.2
	444.5	443.0	**124.7**	122.9	**(30.4)**	(29.9)	**538.8**	536.0
Adjusted earnings before interest and taxes(1)	**196.7**	208.2	**116.5**	119.1	**27.9**	31.0	**341.1**	358.3
Interest expense(2)	**25.5**	26.0	**6.5**	6.5	**–**	–	**32.0**	32.5
Adjusted earnings before income taxes(1)	**171.2**	182.2	**110.0**	112.6	**27.9**	31.0	**309.1**	325.8
Income taxes	**46.9**	49.3	**21.8**	24.4	**0.9**	1.4	**69.6**	75.1
Adjusted net earnings(1)	**124.3**	132.9	**88.2**	88.2	**27.0**	29.6	**239.5**	250.7
Non-controlling interest	**–**	–	**1.7**	0.7	**–**	–	**1.7**	0.7
Adjusted net earnings available to common shareholders(1)	**$ 124.3**	$ 132.9	**$ 86.5**	$ 87.5	**$ 27.0**	$ 29.6	**237.8**	250.0
Other items(1), net of tax								
Lifeco other items							**(4.0)**	–
Tax loss consolidation							**–**	4.7
Net earnings available to common shareholders							**$ 233.8**	$ 254.7

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

(2) Interest expense includes interest on long-term debt and leases.

management and discretionary portfolio management services. This segment also includes the Company's strategic investments in Rockefeller and Wealthsimple. Rockefeller is classified as an investment in associate and accounted for using the equity method, with the proportionate share of earnings included in revenue. Wealthsimple is classified as an investment which is accounted for at fair value through other comprehensive income (FVTOCI) and therefore has no impact on the segment earnings.

- ***Asset Management*** – reflects the activities of its core business and strategic investments primarily focused on providing investment management services. This segment includes the operations of Mackenzie Investments which provides investment management services to a suite of investment funds that are distributed through third party dealers and financial advisors, and through institutional advisory mandates to financial institutions, pensions and other institutional investors. This segment also includes the Company's strategic investment in ChinaAMC and Northleaf which are classified as investments in associates and accounted for using the equity method. The proportionate share of earnings on these investments are included in the segment's revenue.
- ***Corporate and Other*** – primarily represents the investments in Lifeco and Portage Ventures LPs, the Company's unallocated capital, as well as consolidation elimination entries.

Assets Under Management and Advisement (AUM&A) represents the consolidated AUM and AUA of IGM Financial's core businesses IG Wealth Management and Mackenzie Investments. In the Wealth Management segment, AUM is a component part of AUA. All instances where the Asset Management segment is providing investment management services or distributing its products through the Wealth Management segment are eliminated in IGM Financial's reporting such that there is no double-counting of the same client savings held at IGM Financial's core businesses.

Assets Under Advisement (AUA) are the key driver of the Wealth Management segment. AUA are savings and investment products held within client accounts of our Wealth Management segment operating companies.

Assets Under Management (AUM) are the key driver of the Asset Management segment. AUM are an additional driver of revenues and expenses within the Wealth Management segment in relation to its investment management activities. AUM are client assets where we provide investment management services, and include investment funds where we are the fund manager, investment advisory mandates to institutions, and other client accounts where we have discretionary portfolio management responsibilities.

Assets Under Management and Advisement Including Strategic Investments (AUM&A Including SI) represents AUM&A including the Company's proportionate share of the AUM&A of strategic investments based on the Company's interest in the strategic investments. The strategic investments included are those whose activities are primarily in asset and wealth management, and include ChinaAMC, Northleaf, Rockefeller and Wealthsimple. Rockefeller client assets include AUM&A as well as assets held for investment purposes and only receiving administrative services.

Financial Presentation

The financial presentation includes revenues and expenses to align with the key drivers of business activity and to reflect our emphasis on business growth and operational efficiency. The categories are as follows:

- ***Wealth management revenue*** – revenues earned by the Wealth Management segment for providing financial planning, investment advisory and related financial services. Revenues include financial advisory fees, investment management and related administration fees, distribution revenue associated with insurance and banking products and services, and revenue relating to mortgage lending activities.
- ***Asset management revenue*** – revenues earned by the Asset Management segment related to investment management advisory and administrative services.
- ***Dealer compensation*** – asset-based and sales-based compensation paid to dealers by the Asset Management segment.
- ***Proportionate share of associates' earnings*** – the Company's proportionate share of earnings from equity investments including Lifeco, ChinaAMC, Northleaf and Rockefeller.
- ***Advisory and business development expenses*** – expenses incurred on activities directly associated with providing financial planning services to clients of the Wealth Management segment and wholesale distribution activities performed by the Asset Management segment. Expenses include compensation, recognition and other support provided to our advisors, field management, product & planning specialists; expenses associated with facilities, technology and training relating to our advisors and specialists; other business development activities including direct marketing and advertising. A significant component of these expenses varies directly with levels of assets under management or advisement, business development measures including sales and client acquisition, and the number of advisor and client relationships.
- ***Operations and support expenses*** – expenses associated with business operations, including technology and business processes; in-house investment management and product shelf management; corporate management and support functions. These expenses primarily reflect compensation, technology and other service provider expenses.
- ***Sub-advisory expenses*** – reflects fees relating to investment management services provided by third party or related party investment management organizations. These fees typically are variable with the level of assets under management. These fees include investment advisory services performed for the Wealth Management segment by the Asset Management segment.

Interest expense represents interest expense on long-term debt and leases. Interest expense is allocated to each segment based on management's assessment of: i) capacity to service the debt, and ii) where the debt is being serviced.

Table 4: Effective Income Tax Rate

Three months ended	**2025 Mar. 31**	2024 Dec. 31	2024 Mar. 31
Income taxes at Canadian federal and provincial statutory rates	**26.62 %**	26.58 %	26.59 %
Effect of:			
Proportionate share of associates' earnings[1]	**(4.19)**	(3.55)	(3.87)
Other items	**0.04**	–	0.22
Effective income tax rate – before other items	**22.47**	23.03	22.94
Lifeco other items	**0.35**	–	0.10
Tax loss consolidation	**–**	(1.44)	–
Effective income tax rate – net earnings available to common shareholders	**22.82 %**	21.59 %	23.04 %

(1) Includes proportionate share of Lifeco's base earnings.

Income taxes are reported in each segment. IGM Financial consolidated changes in the effective tax rates are detailed in Table 4.

Tax planning may result in the Company recording lower levels of income taxes. Management monitors the status of its income tax filings and regularly assesses the overall adequacy of its provision for income taxes and, as a result, income taxes recorded in prior years may be adjusted in the current year. The effect of changes in management's best estimates reported in adjusted net earnings is reflected in Other, which also includes, but is not limited to, the effect of lower effective income tax rates on foreign operations.

Other items, as reflected in Tables 2 and 3, 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 and are not allocated to segments.

Other items for the three months ended March 31, 2025 and March 31, 2024 consisted of Lifeco other items of ($4.0) million and ($1.1) million, respectively.

Other items for the three months ended December 31, 2024 consisted of tax loss consolidation of $4.7 million related to the benefit from tax loss consolidation transactions that the Company has entered into with a subsidiary of Power.

Total AUM&A

IGM Financial's AUM&A Including SI were $503.6 billion as at March 31, 2025 compared to $422.8 billion at March 31, 2024, as detailed in Table 5.

AUM&A were $275.0 billion at March 31, 2025 compared to $252.2 billion at March 31, 2024, an increase of 9.1%, as detailed in Table 5. AUM were $258.1 billion at March 31, 2025 compared to $237.7 billion at March 31, 2024, an increase of 8.6%.

AUM&A net inflows in the first quarter of 2025 were $4.2 billion compared to net outflows of $128 million in the first quarter of 2024, as detailed in Table 5. First quarter investment fund net sales were $859 million compared to net redemptions of $509 million in 2024. Net flows and net sales are based on AUM&A excluding sub-advisory assets to Canada Life and to the Wealth Management segment.

In January 2024, the IG Wealth Management pension plan executed a redemption of $177 million from IG Wealth Management mutual funds. These funds were subsequently reallocated into a separately managed account, managed by Mackenzie. Excluding this specific activity, IGM Financial investment funds net redemptions for the first quarter of 2024 amounted to $332 million, while separately managed accounts experienced net redemptions of $157 million. Notably, this transaction had no impact on the overall net flows for IGM Financial.

The Company also benefits from the underlying assets under management of the Company's investments in associates, including ChinaAMC, Northleaf, Rockefeller and its investment in Wealthsimple which is classified as FVTOCI. The Company has included its proportionate share of the AUM&A of these investments in its AUM&A Including SI based on its direct and indirect interest in these companies.

At March 31, 2025, ChinaAMC's AUM was RMB¥ 2,669.8 billion ($529.1 billion) compared to RMB¥ 2,088.7 billion ($391.4 billion) at March 31, 2024, an increase of 27.8% (CAD 35.2%). IGM Financial holds a 27.8% interest in ChinaAMC.

Table 5: AUM&A

($ millions)	Wealth Management[1] 2025 Mar. 31	Wealth Management[1] 2024 Mar. 31	Asset Management[2] 2025 Mar. 31	Asset Management[2] 2024 Mar. 31	Intercompany Eliminations[3] 2025 Mar. 31	Intercompany Eliminations[3] 2024 Mar. 31	Consolidated 2025 Mar. 31	Consolidated 2024 Mar. 31
Three months ended								
Gross flows								
Mutual fund gross sales[4]	**$ 4,907**	$ 3,797	**$ 2,637**	$ 2,357	**$ –**	$ –	**$ 7,544**	$ 6,154
Dealer gross inflows	**4,166**	3,699	**–**	–	**–**	–	**4,166**	3,699
Net flows								
Mutual fund net sales[4][5]	**944**	(315)	**(700)**	(526)	**–**	–	**244**	(841)
ETF net creations	**–**	–	**615**	332	**–**	–	**615**	332
Investment fund net sales[6]	**944**	(315)	**(85)**	(194)	**–**	–	**859**	(509)
Institutional SMA net sales[5]	**–**	–	**3,526**	20	**–**	–	**3,526**	20
IGM product net sales	**944**	(315)	**3,441**	(174)	**–**	–	**4,385**	(489)
Other dealer net flows	**(226)**	361	**–**	–	**–**	–	**(226)**	361
Total net flows	**718**	46	**3,441**	(174)	**–**	–	**4,159**	(128)
AUM&A								
IG Wealth Management								
AUM[4]	**$124,645**	$113,566						
Other AUA	**16,884**	14,455						
AUA	**141,529**	128,021						
Mackenzie Investments								
Mutual funds			**$ 60,885**	$ 58,847				
ETFs[7]			**7,874**	6,074				
Investment funds			**68,759**	64,921				
Institutional SMA			**11,787**	7,966				
Sub-advisory to Canada Life			**52,951**	51,281				
Total Institutional SMA			**64,738**	59,247				
Third Party AUM			**133,497**	124,168				
Sub-advisory and AUM to Wealth Management			**85,136**	79,503				
Total AUM			**218,633**	203,671				
Consolidated excluding discontinued operations								
AUM	**$124,645**	$113,566	**$218,633**	$ 203,671	**$ (85,136)**	$ (79,503)	**$258,142**	$237,734
AUM&A	**141,529**	128,021	**218,633**	203,671	**(85,136)**	(79,503)	**275,026**	252,189
Strategic investments[8]								
ChinaAMC			**147,077**	108,798				
Northleaf			**18,339**	15,283				
Rockefeller	**45,425**	36,957						
Wealthsimple	**19,851**	11,013						
Intra-segment eliminations	**(8)**	(6)	**(398)**	(309)				
	65,268	47,964	**165,018**	123,772	**(1,711)**	(1,112)	**228,575**	170,624
Consolidated AUM&A Including SI	**$206,797**	$175,985	**$ 383,651**	$ 327,443	**$ (86,847)**	$ (80,615)	**$503,601**	$422,813

(1) Mackenzie Investment fund products sold through IG Wealth Management are reported within IG Wealth Management's AUM and Mackenzie Sub-advisory and AUM to Wealth Management.

(2) Asset Management flows activity excludes sub-advisory to Canada Life and the Wealth Management segment.

(3) Consolidated results eliminate double counting where business is reflected within multiple segments.

(4) Wealth Management AUM and net sales include separately managed accounts.

(5) In the first quarter of 2024, the IG Wealth Management pension plan redeemed $177 million from IG Wealth Management mutual funds that was re-allocated into a separately managed account managed by Mackenzie.

(6) In the first quarter of 2025, an institutional investor which includes Mackenzie mutual funds in its product offerings made fund allocation changes resulting in redemptions of $144 million.

(7) ETF assets inclusive of IGM Financial's managed products were $17.0 billion at March 31, 2025 (2024 – $13.8 billion).

(8) Proportionate share of strategic investments' AUM comprised of 27.8% (2024 – 27.8%) of ChinaAMC's AUM, 56% (2024 – 56%) of Northleaf's AUM, 20.5% (2024 – 20.5%) of Rockefeller's client assets, and 27.2% (2024 – 28.5%) of Wealthsimple's AUA.

At March 31, 2025, Northleaf's AUM was $32.7 billion compared to $27.3 billion at March 31, 2024, an increase of 19.8%. IGM Financial holds a 56% economic interest in Northleaf.

At March 31, 2025, Rockefeller's client assets were USD $154.4 billion ($222.1 billion) compared to USD $133.4 billion ($180.7 billion) at March 31, 2024, an increase of 15.7% (CAD 22.9%). IGM Financial holds a 20.5% interest in Rockefeller.

At March 31, 2025, Wealthsimple's AUA was $73.0 billion compared to $38.7 billion at March 31, 2024, an increase of 88.6%. IGM Financial holds a 27.2% interest in Wealthsimple, compared to 28.5% at March 31, 2024.

Changes in AUM&A for the Wealth Management and Asset Management segments are discussed further in each of their respective Review of the Business sections in the MD&A.

Summary of Quarterly Results

The Summary of Quarterly Results in Table 6 includes the eight most recent quarters and the reconciliation of non-IFRS financial measures to net earnings in accordance with IFRS.

Changes in average AUM&A over the eight most recent quarters, as shown in Table 6, largely reflect the impact of changes in domestic and foreign markets and net sales of the Company.

Table 6: Summary of Quarterly Results

	2025 Q1	2024 Q4	2024 Q3	2024 Q2	2024 Q1	2023 Q4	2023 Q3	2023 Q2
Consolidated statements of earnings *($ millions)*								
Revenues								
Wealth management	**$ 639.5**	$ 647.5	$ 616.0	$ 590.0	$ 582.6	$ 550.0	$ 563.1	$ 552.5
Asset management	**257.9**	261.6	253.4	245.8	241.9	234.3	239.9	238.7
Dealer compensation expense	**(85.1)**	(85.2)	(82.8)	(81.1)	(80.1)	(76.7)	(78.6)	(79.5)
Net asset management	**172.8**	176.4	170.6	164.7	161.8	157.6	161.3	159.2
Net investment income and other	**7.8**	17.3	10.1	10.0	15.6	10.6	7.9	8.1
Proportionate share of associates' earnings	**59.8**	53.1	61.4	55.7	52.8	56.6	49.2	48.8
	879.9	894.3	858.1	820.4	812.8	774.8	781.5	768.6
Expenses								
Advisory and business development	**301.3**	298.3	278.3	278.5	265.6	253.2	253.3	254.0
Operations and support	**215.8**	216.5	211.4	205.9	203.9	208.8	196.4	195.4
Sub-advisory	**21.7**	21.2	20.0	19.1	17.8	16.7	16.8	16.4
Interest[1]	**32.0**	32.5	32.4	32.2	32.3	32.5	32.5	30.1
	570.8	568.5	542.1	535.7	519.6	511.2	499.0	495.9
Earnings before undernoted	**309.1**	325.8	316.0	284.7	293.2	263.6	282.5	272.7
Lifeco other items	**(4.0)**	–	(4.9)	(0.9)	(1.1)	(6.0)	(10.7)	(5.9)
Rockefeller debt refinancing	**–**	–	–	(3.3)	–	–	–	–
Restructuring and other	**–**	–	–	–	–	–	–	(103.3)
Gain on sale of Lifeco	**–**	–	–	–	–	–	–	(6.2)
Lifeco IFRS 17 adjustment	**–**	–	–	–	–	–	–	15.1
Earnings before income taxes	**305.1**	325.8	311.1	280.5	292.1	257.6	271.8	172.4
Income taxes	**69.6**	70.4	71.2	63.2	67.3	56.0	60.4	35.4
Net earnings from continuing operations	**235.5**	255.4	239.9	217.3	224.8	201.6	211.4	137.0
Net earnings from discontinued operations	**–**	–	–	–	–	219.7	(1.5)	1.8
Net earnings	**235.5**	255.4	239.9	217.3	224.8	421.3	209.9	138.8
Non-controlling interest	**1.7**	0.7	0.7	1.1	1.4	1.7	0.1	0.6
Net earnings available to common shareholders	**$ 233.8**	$ 254.7	$ 239.2	$ 216.2	$ 223.4	$ 419.6	$ 209.8	$ 138.2
Reconciliation of non-IFRS financial measures *($ millions)*								
Adjusted net earnings available to common shareholders[2]	**$ 237.8**	$ 250.0	$ 244.1	$ 220.4	$ 224.5	$ 204.9	$ 220.5	$ 211.4
Other items:								
Lifeco other items	**(4.0)**	–	(4.9)	(0.9)	(1.1)	(6.0)	(10.7)	(5.9)
Tax loss consolidation	**–**	4.7	–	–	–	–	–	–
Rockefeller debt refinancing	**–**	–	–	(3.3)	–	–	–	–
Gain on sale of IPC	**–**	–	–	–	–	220.7	–	–
Restructuring and other, net of tax ($27.1 million)	**–**	–	–	–	–	–	–	(76.2)
Gain on sale of Lifeco	**–**	–	–	–	–	–	–	(6.2)
Lifeco IFRS 17 adjustment	**–**	–	–	–	–	–	–	15.1
Net earnings available to common shareholders	**$ 233.8**	$ 254.7	$ 239.2	$ 216.2	$ 223.4	$ 419.6	$ 209.8	$ 138.2
Earnings per share *($)*								
Adjusted earnings per share[2]								
– Basic	**$ 1.00**	$ 1.05	$ 1.03	$ 0.93	$ 0.94	$ 0.86	$ 0.93	$ 0.89
– Diluted	**1.00**	1.05	1.03	0.93	0.94	0.86	0.92	0.89
Earnings per share								
– Basic	**0.99**	1.07	1.01	0.91	0.94	1.76	0.88	0.58
– Diluted	**0.98**	1.07	1.01	0.91	0.94	1.76	0.88	0.58
Average outstanding shares – Diluted *(thousands)*	**238,233**	238,304	236,931	237,397	238,112	238,156	238,550	238,631
Average AUM&A *($ billions)*								
Investment fund AUM	**$ 195.1**	$ 192.0	$ 183.8	$ 178.0	$ 173.0	$ 164.0	$ 165.7	$ 165.4
AUM	**257.7**	253.3	243.4	236.3	231.0	219.2	221.5	221.8
AUM&A	**274.7**	269.3	258.6	250.9	245.0	232.1	233.7	233.6
Ending AUM&A *($ billions)*								
Investment fund AUM	**$ 193.4**	$ 191.9	$ 188.6	$ 179.4	$ 178.5	$ 169.5	$ 160.9	$ 166.3
AUM	**258.1**	253.1	249.3	237.4	237.7	226.6	215.2	222.6
AUM&A	**275.0**	270.4	264.9	252.4	252.2	240.2	227.4	234.7
Ending AUM&A Including SI *($ billions)*	**$ 503.6**	$ 483.5	$ 461.6	$ 431.7	$ 422.8	$ 390.6	$ 373.8	$ 376.1

(1) Interest expense includes interest on long-term debt and leases.

(2) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

Wealth Management

The Wealth Management segment includes IG Wealth Management and strategic investments in Rockefeller and Wealthsimple.

Wealth Management revenue consists of:

- ***Advisory fees*** are related to providing financial advice to clients including fees related to the distribution of products and depend largely on the level and composition of AUA.
- ***Product and program fees*** are related to the management of investment products and include management, administration and other related fees and depend largely on the level and composition of assets under management.
- ***Other financial planning revenues*** are fees related to providing clients other financial products including mortgages, insurance and banking products.
- ***Proportionate share of associates' earnings*** is the Company's proportionate share of earnings from the segment's equity investments.

Sub-advisory fees are paid between segments and to third parties for investment management services provided to our investment products. Wealth Management is considered a client of the Asset Management segment and transfer pricing is based on values for similar sized asset management mandates.

Debt and interest expense is allocated to each IGM Financial segment based on management's assessment of: i) capacity to service the debt, and ii) where the debt is being serviced. Income taxes are also reported in each segment.

Review of the Business

IG Wealth Management, founded in 1926, is a leading wealth management company in Canada. Through a network of advisors located across the country, IG Wealth Management provides clients with personalized advice, comprehensive financial planning, insurance and mortgage services and professionally managed investment solutions.

Rockefeller, founded in 2018, is a leading U.S. independent financial services advisory firm focused on the high-net-worth and ultra-high-net-worth segments. Rockefeller's goal is to be a premier advisory firm that redefines and elevates the financial services experience to empower individuals, families, institutions and corporations to realize their aspirations and achieve their most important goals.

Wealthsimple, founded in 2014, is one of Canada's fastest growing financial services companies and provides simple digital tools for growing and managing client money. Wealthsimple's mission is to help everyone achieve financial freedom.

IG Wealth Management

IG Wealth Management is one of the largest independent financial planning firms in Canada, with advisors in every community from coast to coast. We are driven by our mission to inspire financial confidence that can transform the lives of our clients and their families and we are deeply committed to improving financial literacy in the communities where we work and live.

Our exclusive network is comprised of 3,150 advisors. IG Wealth Management clients are approximately one million individuals, families and business owners.

Canadians hold $6.7 trillion in discretionary financial assets with financial institutions at December 31, 2023, based on the most recent report from Investor Economics, and we view these savings as IG Wealth Management's addressable market. 77% of these savings are held by households with over $1 million, which are referred to to as high net worth, and another 20% reside with households with between $100,000 and $1 million, which Investor Economics refers to as mass affluent. These segments tend to have more complicated financial needs, and IG Wealth Management's focus on providing comprehensive financial planning solutions positions it well to compete and grow in these segments.

Strategy

Our goal is to help Canadians achieve financial well-being through better planning as Canada's top financial planning firm.

We strive to meet our strategic mandate by:

1) Focusing on key mass affluent and high net worth segments by aligning our capabilities to industry wealth drivers.
2) Utilizing a segmented advice model to align our best-in-class advice with Canadians' financial planning needs and complexities.
3) Leveraging leading innovation to enhance client experience and improve operational efficiencies.

IG Wealth Management has a client-centric strategy with a focus on high net worth (HNW) and mass affluent client segments, which we define as households with savings over $1 million and between $250,000 and $1 million, respectively.

IG Wealth Management is committed to increasing the financial confidence of all Canadians by leveraging our people, expertise and resources because we believe it will help create stronger communities and a better future for all.

We believe that Canadians deserve a high standard of advice that takes into consideration all dimensions of their financial lives with financial plans tailored to meet and adapt to their needs.

We focus on providing comprehensive financial advice and well-constructed investment solutions designed to deliver returns and risks that take into account each client's needs and requirements.

Financial Advice

Our advisors focus on providing financial advice which is the value of all efforts that sit outside the investment portfolio construction. This includes the value that an advisor adds to a client relationship and comes from the creation and follow through of a well-constructed financial plan.

Advisors

IG Wealth Management has a national distribution network of more than 3,000 advisors in communities throughout Canada. Our advisory services are most suited to individuals with complicated financial needs.

IG Wealth Management provides advice through two primary channels:

- IG Wealth Management entrepreneurial advisors are focused on households with more complex needs by focusing on households with greater than $250,000 of assets.
- IG Wealth Management corporate channel advisors are focused on servicing households with less complex requirements with assets up to $250,000.

Our entrepreneurial advisor network creates a competitive advantage and drives client engagement with a focus on comprehensive financial planning and product solutions. Our advantage is further enabled by hiring top quality advisors, increasing proficiency, improving technology, implementing a client segmentation approach and enhancing a strong brand.

AUA consists of the following:

- Clients with household assets greater than $1 million (defined as "high net worth") which totalled $63.2 billion at March 31, 2025, an increase of 23.5% from one year ago, and represented 45% of total AUA.
- Clients with household assets between $250,000 and $1 million (defined as "mass affluent") which totalled $55.6 billion at March 31, 2025, an increase of 5.2% from one year ago, and represented 39% of total AUA.
- Clients with household assets less than $250,000 (defined as "mass market") which totalled $22.7 billion at March 31, 2025, a decrease of 5.4% from one year ago, and represented 16% of total AUA.

IG Wealth Management advisor practices are industry leaders in holding a credentialed financial planning designation. These designations are nationally recognized financial planning qualifications that require an individual to demonstrate financial planning competence through education, standardized examinations, continuing education requirements, and accountability to ethical standards.

The following provides a breakdown of the IG Wealth Management advisor network into its significant components at March 31, 2025:

- 1,631 advisor practices (1,677 at March 31, 2024), which reflect advisors with more than four years of experience. These practices may include associates as described below. The level and productivity of advisor practices is a key measurement of our business as they serve clientele representing approximately 93% of AUA.
- 212 new advisors (261 at March 31, 2024), which are those advisors with less than four years of experience.
- 1,307 associates and regional vice-presidents (1,225 at March 31, 2024). Associates are licensed team members of advisor practices who provide financial

planning services and advice to the clientele served by the team.
- IG Wealth Management had a total advisor network of 3,150 (3,163 at March 31, 2024).

IG Wealth Management uses advisor productivity as a key performance measure in evaluating its advisor network. The productivity is measured based on gross inflows per advisor and is monitored for both advisor recruits with less than four years experience and advisor practices with greater than four years experience. Experienced recruits are included within the greater than four years experience category.

- The advisor recruit's gross inflows were $0.8 million per advisor, unchanged from the comparative period of 2024.
- The advisor practice gross inflows were $2.3 million per practice, compared to $2.0 million in the comparative period of 2024.

We support advisors and clients through our network of product and planning specialists, who assist in the areas of advanced financial planning, portfolio strategy and insurance. As part of the strategic mortgage partnership, nesto Inc. provides mortgage planning and home equity line of credit assistance to clients. These specialists help to ensure that we are providing comprehensive financial planning across all elements of a client's financial life. Clients are served by our mutual fund licensed and securities licensed advisors and specialists.

Client Experiences

IG Wealth Management distinguishes itself from our competition by offering comprehensive planning to our clients that synchronize every aspect of their financial life. IG Wealth Management services clients located in communities throughout Canada. A primary focus is on advising and attracting high net worth and mass affluent clients.

For the distinct needs of the high net worth market, IG Private Wealth Management focuses on industry wealth drivers including tax planning and optimization, retirement readiness, wealth transfer and estate planning, small and medium enterprise monetization, high net worth financial literacy and philanthropy and legacy planning.

IG Living Plan allows clients to collaborate with an IG Wealth Management advisor through an enhanced digital experience to develop and track a financial plan which is unique to each client's goals.

IG Wealth Management has a full range of products that allow us to provide a tailored IG Living Plan that evolves over time. These products include:

- Powerful financial solutions that include investment vehicles, focusing on managed solutions, that match risk and investment performance to each client's needs and requirements.
- Insurance products that include a variety of policy types from the leading insurers in Canada.
- Mortgage banking solutions that are offered as part of a comprehensive financial plan.

The Charitable Giving Program is a donor-advised giving program which enables Canadians to make donations and build an enduring charitable giving legacy with considerably less expense and complexity than setting up and administering their own private foundation.

The IG Advisory Account (IGAA) is a fee-based account that improves client experience by offering the ability to simplify and consolidate selected investments into a single account while providing all our clients with a transparent advisory fee. IGAA increases fee transparency and can hold most securities and investment products available in the marketplace to individual investors.

Financial Solutions

IG Wealth Management strives to achieve expected investment returns for the lowest possible risk focusing on managed solutions that create value for clients through active management. To do this, we select and engage high-quality sub-advisors so our clients have access to a diverse range of investment products and solutions. Each asset manager is selected through a proven and rigorous process. We oversee all sub-advisors to ensure that their activities are consistent with their investment philosophies and with the investment objectives and strategies of the products they advise.

Our investment solutions leverage top global asset manager relationships including Mackenzie Investments and other world class investment firms such as Fidelity Investments Canada, T. Rowe Price (Canada), Sagard Credit Partners, Portage, Beutel Goodman & Company, PanAgora Asset Management, PIMCO Canada Corp., Northleaf Capital Partners (Canada), BristolGate Capital Partners, Aristotle Capital Boston, Putnam Investments Canada, Franklin Templeton Investment Management, Wellington Management Canada, Rockefeller & Co., JPMorgan Asset Management (Canada), Rockefeller Capital Management, BlackRock Asset Management

Canada, ClearBridge Investments, 1832 Asset Management (Dynamic), American Century Investment Management, Manulife Investment Management Limited, Manulife Investment Management (US) LLC, Manulife Investment Management (Hong Kong), Guardian Capital LP and Capital Research and Management Company.

We provide clients with an extensive suite of well-constructed and competitively priced financial solutions that incorporate public and private market investments as well as alternative investment strategies. We regularly enhance the scope and diversity of our investment offering with new funds and product changes that enable clients to achieve their goals. We believe that well-constructed managed solutions provide advisors with the best opportunity to focus on providing financial advice to their clients.

In the first quarter of 2025, IG Wealth Management received 11 Fundata FundGrade A +† awards. The awards are presented annually to Canadian investment funds that achieve consistently high FundGrade scores throughout the previous calendar year.

We provide portfolio construction with investment solutions that include public markets, private markets, and alternative strategies.

Our investment solutions include:

- *Wealth Portfolios* are a suite of professionally managed portfolio solutions that employ leading global asset managers and offer extensive diversification, including access to difficult-to-reach asset classes like real property and alternatives. These fund-on-fund solutions provide options to amplify specific outcomes, such as lower volatility, higher income, or higher potential capital growth.
- *iProfile™ Portfolios* provide the same investment expertise and approach to building portfolios that are typically reserved for only the largest investors. The portfolios include a variety of sophisticated investment strategies, such as alternative assets and private markets, that are out of reach for individual investors. The portfolios offer wide diversification, across a variety of asset classes to help minimize risk and maximize returns.
- *iProfile™ Private Discretionary Portfolios* are model portfolios comprised of iProfile Private Pools, available for households with investments held at IG Wealth Management in excess of $250,000. iProfile Private Discretionary Portfolios have been designed to deliver strong risk-adjusted returns by diversifying across asset classes, management styles and geographic regions.
- A deep and broad selection of mutual funds, diversified by manager, asset category, investment style, geography, market capitalization and sector.
- Segregated funds that provide for long-term investment growth potential combined with risk management, benefit guarantee features and estate planning efficiencies.
- Separately managed accounts (discretionary dealer-managed accounts).

We have incorporated investments in private assets into various mandates through commitments to investments managed by Northleaf, BlackRock, PIMCO and Sagard.

IG Wealth Management monitors its investment performance by comparing to certain benchmarks. Morningstar† fund ranking service is one of the rankings monitored when determining fund performance.

At March 31, 2025, 95.4% of IG Wealth Management mutual fund assets had a rating of three stars or better from Morningstar† fund ranking service and 75.1% had a rating of four or five stars. This compared to the Morningstar† universe of 87.0% for three stars or better and 54.0% for four and five star funds at March 31, 2025. Morningstar Ratings† are an objective, quantitative measure of a fund's three, five and ten year risk-adjusted performance relative to comparable funds.

Other Products and Services

Segregated Funds

IG Wealth Management offers segregated funds which include the IG Series of Guaranteed Investment Funds (GIFs). Select GIF policies allow for a Lifetime Income Benefit (LIB) option to provide guaranteed retirement income for life. The investment components of these segregated funds are managed by IG Wealth Management. At March 31, 2025, total segregated fund assets were $1.2 billion, unchanged from March 31, 2024.

Insurance

IG Wealth Management distributes life insurance in Canada through its arrangements with leading insurance companies, and offers a broad range of term, universal life, whole life, disability, critical illness, long-term care, personal health care coverage and group insurance.

At March 31, 2025, total in-force policies were approximately 371 thousand with an insured value of $106 billion, compared to approximately 374 thousand with an insured value of $105 billion at March 31, 2024. Distribution of insurance products is enhanced through IG Wealth Management's Insurance Planning Specialists, located throughout Canada, who assist advisors with advanced estate planning solutions for high net worth clients.

Securities Operations

Investors Group Securities Inc. is an investment dealer registered in all Canadian provinces and territories providing clients with securities services to complement their financial and investment planning.

Mortgage Banking Operations

Mortgages, which include home equity lines of credit (HELOCs), are offered to clients by IG Wealth Management. Licensed mortgage brokers are located throughout each province in Canada, and work with our clients and their advisors to develop mortgage and lending strategies that meet the individual needs and goals of each client as part of their comprehensive financial plan.

Mortgage fundings offered through IG Wealth Management for the quarter ended March 31, 2025 were $237 million compared to $155 million, an increase of 52.8%. At March 31, 2025, mortgages serviced totalled $6.8 billion, compared to $6.7 billion at March 31, 2024, an increase of 1.2%.

Private Company Advisory

Private Company Advisory is a comprehensive service to business owners in the small to midsize segment that provides advice on debt and equity financing, business valuation and succession.

Wealth Management AUM and AUA

AUM and AUA are key performance indicators for the Wealth Management segment and are detailed in Tables 7 and 8.

Wealth Management AUA including strategic investments were $206.8 billion at March 31, 2025, compared to $176.0 billion at March 31, 2024. Strategic investments AUA is based on the Company's interest in these companies.

IG Wealth Management's AUA were $141.5 billion at March 31, 2025, an increase of 10.6% from March 31, 2024. The level of AUA is influenced by three factors: client inflows, client outflows and investment returns. AUA represents savings and investment products, including AUM where we provide investment management services, that are held within our clients' accounts. Advisory fees are charged based on an annual percentage of substantially all AUA, through the IG Advisory Account fee, and represent the majority of

Table 7: Change in AUA – Wealth Management

				Change	
Three months ended *($ millions)*	**2025 Mar. 31**	2024 Dec. 31	2024 Mar. 31	2024 Dec. 31	2024 Mar. 31
Change in AUA – IG Wealth Management					
Gross client inflows	**$ 4,166**	$ 3,917	$ 3,699	6.4 %	12.6 %
Gross client outflows[1]	**3,448**	3,364	3,653	2.5	(5.6)
Net flows	**718**	553	46	29.8	N/M
Investment returns	**391**	3,459	6,752	(88.7)	(94.2)
Net change in assets	**1,109**	4,012	6,798	(72.4)	(83.7)
Beginning assets	**140,420**	136,408	121,223	2.9	15.8
Ending AUA	**$ 141,529**	$ 140,420	$ 128,021	0.8 %	10.6 %
Strategic investments ending AUA					
Rockefeller	**$ 45,425**	$ 44,542	$ 36,957	2.0 %	22.9 %
Wealthsimple	**19,851**	17,400	11,013	14.1	80.3
Intra-segment eliminations	**(8)**	(8)	(6)	–	(33.3)
	$ 65,268	$ 61,934	$ 47,964	5.4 %	36.1 %
Consolidated ending AUA including strategic investments	**$ 206,797**	$ 202,354	$ 175,985	2.2 %	17.5 %
Daily average AUA					
IG Wealth Management	**$ 142,499**	$ 139,352	$ 123,975	2.3 %	14.9 %

(1) In the first quarter of 2024, the IG Wealth Management pension plan redeemed $177 million from IG Wealth Management mutual funds that was re-allocated into a separately managed account managed by Mackenzie.

Table 8: Change in AUM – IG Wealth Management

Three months ended *($ millions)*	**2025 Mar. 31**	2024 Dec. 31	2024 Mar. 31	Change 2024 Dec. 31	Change 2024 Mar. 31
Sales	**$ 4,907**	$ 3,814	$ 3,797	28.7 %	29.2 %
Redemptions(1)	**3,963**	3,430	4,112	15.5	(3.6)
Net sales (redemptions)	**944**	384	(315)	145.8	N/M
Investment returns	**501**	2,028	6,246	(75.3)	(92.0)
Net change in assets	**1,445**	2,412	5,931	(40.1)	(75.6)
Beginning assets	**123,200**	120,788	107,635	2.0	14.5
Ending assets	**$ 124,645**	$ 123,200	$ 113,566	1.2 %	9.8 %
Daily average AUM	**$ 125,457**	$ 123,288	$ 110,003	1.8 %	14.0 %

(1) In the first quarter of 2024, the IG Wealth Management pension plan redeemed $177 million from IG Wealth Management mutual funds that was re-allocated into a separately managed account managed by Mackenzie.

the fees earned from our clients. Our entrepreneurial advisors' compensation is also based on AUA and net assets contributed by our clients.

At March 31, 2025, Rockefeller's client assets were USD $154.4 billion ($222.1 billion) compared to USD $133.4 billion ($180.7 billion) at March 31, 2024, an increase of 15.7% (CAD 22.9%). IGM Financial holds a 20.5% interest in Rockefeller.

At March 31, 2025, Wealthsimple's AUA was $73.0 billion compared to $38.7 billion at March 31, 2024, an increase of 88.6%. IGM Financial holds a 27.2% interest in Wealthsimple at March 31, 2025, compared to 28.5% at March 31, 2024.

IG Wealth Management AUM and AUA

Change in AUM & AUA – Q1 2025 vs. Q1 2024

IG Wealth Management's AUA were $141.5 billion at March 31, 2025, an increase of 10.6% from $128.0 billion at March 31, 2024. IG Wealth Management's mutual fund AUM were $124.6 billion at March 31, 2025, representing an increase of 9.8% from $113.6 billion at March 31, 2024. Average daily mutual fund assets were $125.5 billion in the first quarter of 2025, up 14.0% from $110.0 billion in the first quarter of 2024.

For the quarter ended March 31, 2025, gross client inflows of IG Wealth Management AUA were $4.2 billion, compared to $3.7 billion in 2024. For the quarter ended March 31, 2025, gross inflows from newly acquired clients with more than $1.0 million of assets accounted for 38.1% of all newly acquired client inflows. Net client inflows were $718 million compared to net client inflows of $46 million in the comparable period in 2024. During the first quarter, investment returns resulted in an increase of $391 million in AUA compared to an increase of $6.8 billion in the first quarter of 2024.

For the quarter ended March 31, 2025, sales of IG Wealth Management mutual funds through its advisor network were $4.9 billion, an increase of 29.2% from the comparable period in 2024. Mutual fund redemptions totalled $4.0 billion, a decrease of 3.6% from 2024. IG Wealth Management mutual fund net sales for the first quarter of 2025 were $944 million compared to net redemptions of $315 million in 2024. During the first quarter, investment returns resulted in an increase of $501 million in mutual fund assets compared to an increase of $6.2 billion in the first quarter of 2024.

IG Wealth Management's annualized quarterly redemption rate for long-term funds was 12.2% in the first quarter of 2025, compared to 14.4% in the first quarter of 2024. IG Wealth Management's twelve month trailing redemption rate for long-term funds was 12.1% at March 31, 2025, compared to 12.7% at March 31, 2024. The corresponding average twelve month trailing redemption rate for all other members of the Securities and Investment Management Association (SIMA), formerly IFIC, was approximately 15.5% at March 31, 2025.

In January 2024, the IG Wealth Management pension plan redeemed $177 million from IG Wealth Management mutual funds that was re-allocated into a separately managed account managed by Mackenzie Investments. Excluding this activity, net client inflows and net redemptions for the first quarter of 2024 were $223 million and $138 million, respectively.

Change in AUM & AUA – Q1 2025 vs. Q4 2024

IG Wealth Management's AUA were $141.5 billion at March 31, 2025, an increase of 0.8% from $140.4 billion at December 31, 2024. IG Wealth Management's mutual fund AUM were $124.6 billion at March 31, 2025, an increase of 1.2% from $123.2 billion at December 31, 2024. Average daily mutual fund assets were $125.5 billion in the first quarter of 2025 compared to $123.3 billion in the fourth quarter of 2024, an increase of 1.8%.

For the quarter ended March 31, 2025, gross client inflows of IG Wealth Management AUA were $4.2 billion, compared to $3.9 billion in the prior quarter. Net client inflows were $718 million compared to net client inflows of $553 million in the prior quarter. During the first quarter, investment returns resulted in an increase of $391 million in AUA compared to an increase of $3.5 billion in the prior quarter.

For the quarter ended March 31, 2025, sales of IG Wealth Management mutual funds through its advisor network were $4.9 billion, an increase of 28.7% from the fourth quarter of 2024. Mutual fund redemptions totalled $4.0 billion for the first quarter, an increase of 15.5% from the previous quarter, and the annualized quarterly redemption rate was 12.2% in the first quarter compared to 10.5% in the fourth quarter of 2024. IG Wealth Management mutual fund net sales were $944 million for the current quarter compared to net sales of $384 million in the previous quarter.

Review of Segment Operating Results

The Wealth Management segment's adjusted net earnings are presented in Table 9 and include the operations of IG Wealth Management and earnings related to strategic investments.

IG Wealth Management

IG Wealth Management's adjusted net earnings are presented within Table 10. Adjusted net earnings for the first quarter of 2025 were $128.4 million, an increase of 9.6% from the first quarter in 2024 and a decrease of 5.1% from the prior quarter.

Adjusted earnings before interest and taxes for the first quarter of 2025 were $200.7 million, an increase of 8.1% from the first quarter in 2024 and a decrease of 4.8% from the prior quarter.

Q1 2025 vs. Q1 2024

Fee Income

Advisory fees include fees for providing financial advice to clients including fees related to the distribution of products, and depend largely on the level and composition of AUA. Advisory fees were $342.1 million in the first quarter of 2025, an increase of $33.0 million or 10.7% from $309.1 million in 2024.

The increase in advisory fees in the three months ending March 31, 2025 was primarily due to the increase in average AUA of 14.9%, as shown in Table 7, partially

Table 9: Operating Results – Wealth Management

				Change	
Three months ended *($ millions)*	**2025 Mar. 31**	2024 Dec. 31	2024 Mar. 31	2024 Dec. 31	2024 Mar. 31
Revenues					
Wealth Management					
Advisory fees	**$ 342.1**	$ 342.2	$ 309.1	– %	10.7 %
Product and program fees	**263.9**	265.7	234.2	(0.7)	12.7
	606.0	607.9	543.3	(0.3)	11.5
Other financial planning revenues	**36.8**	42.4	41.2	(13.2)	(10.7)
Total Wealth Management	**642.8**	650.3	584.5	(1.2)	10.0
Net investment income and other	**2.1**	3.3	5.3	(36.4)	(60.4)
Proportionate share of associates' earnings	**(3.7)**	(2.4)	(5.1)	(54.2)	27.5
	641.2	651.2	584.7	(1.5)	9.7
Expenses					
Advisory and business development					
Asset-based compensation	**184.0**	178.2	156.7	3.3	17.4
Sales-based compensation	**27.7**	27.0	25.1	2.6	10.4
Other					
Other product commissions	**20.3**	23.0	19.4	(11.7)	4.6
Business development	**43.1**	45.9	43.0	(6.1)	0.2
	63.4	68.9	62.4	(8.0)	1.6
Total advisory and business development	**275.1**	274.1	244.2	0.4	12.7
Operations and support	**117.9**	118.4	115.0	(0.4)	2.5
Sub-advisory	**51.5**	50.5	45.3	2.0	13.7
	444.5	443.0	404.5	0.3	9.9
Adjusted earnings before interest and taxes(1)	**196.7**	208.2	180.2	(5.5)	9.2
Interest expense	**25.5**	26.0	25.8	(1.9)	(1.2)
Adjusted earnings before income taxes(1)	**171.2**	182.2	154.4	(6.0)	10.9
Income taxes	**46.9**	49.3	43.2	(4.9)	8.6
Adjusted net earnings(1)	**$ 124.3**	$ 132.9	$ 111.2	(6.5)%	11.8 %

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

Table 10: Operating Results – IG Wealth Management

Three months ended *($ millions)*	**2025 Mar. 31**	2024 Dec. 31	2024 Mar. 31	Change 2024 Dec. 31	Change 2024 Mar. 31
Revenues					
Wealth Management					
Advisory fees	**$ 342.1**	$ 342.2	$ 309.1	– %	10.7 %
Product and program fees	**263.9**	265.7	234.2	(0.7)	12.7
	606.0	607.9	543.3	(0.3)	11.5
Other financial planning revenues	**36.8**	42.4	41.2	(13.2)	(10.7)
Total Wealth Management	**642.8**	650.3	584.5	(1.2)	10.0
Net investment income and other	**2.1**	3.3	5.3	(36.4)	(60.4)
	644.9	653.6	589.8	(1.3)	9.3
Expenses					
Advisory and business development					
Asset-based compensation	**184.0**	178.2	156.7	3.3	17.4
Sales-based compensation	**27.7**	27.0	25.1	2.6	10.4
Other					
Other product commissions	**20.3**	23.0	19.4	(11.7)	4.6
Business development	**43.1**	45.9	43.0	(6.1)	0.2
	63.4	68.9	62.4	(8.0)	1.6
Total advisory and business development	**275.1**	274.1	244.2	0.4	12.7
Operations and support	**117.6**	118.2	114.7	(0.5)	2.5
Sub-advisory	**51.5**	50.5	45.3	2.0	13.7
	444.2	442.8	404.2	0.3	9.9
Adjusted earnings before interest and taxes(1)	**200.7**	210.8	185.6	(4.8)	8.1
Interest expense	**25.5**	26.0	25.8	(1.9)	(1.2)
Adjusted earnings before income taxes(1)	**175.2**	184.8	159.8	(5.2)	9.6
Income taxes	**46.8**	49.5	42.6	(5.5)	9.9
Adjusted net earnings(1)	**$ 128.4**	$ 135.3	$ 117.2	(5.1)%	9.6 %

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

offset by one less day in 2025 compared to the same period in 2024, and a decrease in the advisory fee rate. The average advisory fee rate for the first quarter was 97.4 basis points of average AUA compared to 100.3 basis points in 2024. Fee rates are determined based on client AUA levels and the average rate will fluctuate based on changes in a client's AUA as well as product mix

Product and program fees depend largely on the level and composition of mutual fund AUM. Product and program fees totalled $263.9 million in the current quarter, up 12.7% from $234.2 million a year ago primarily due to the increase in average AUM of 14.0%, as shown in Table 8, partially offset by one less day in 2025 compared to the same period in 2024. The average product and program fee rate for the first quarter was 85.3 basis points of AUM compared to 85.6 basis points in 2024.

Other financial planning revenues are primarily earned from:

- Mortgage banking operations
- Distribution of insurance products through I.G. Insurance Services Inc.
- Securities trading services provided through Investors Group Securities Inc.

Other financial planning revenues of $36.8 million for the first quarter of 2025 decreased by $4.4 million from $41.2 million in 2024. The change for the three month period was due to lower earnings from the mortgage banking operations and lower revenues from the distribution of banking products partially offset by higher revenue related to distribution of insurance products. The lower earnings in the mortgage banking operations for the quarter was due to a decrease in fair value adjustments.

A summary of mortgage banking operations for the periods under review is presented in Table 11.

Net Investment Income and Other

Net investment income and other consists of unrealized gains or losses on investments in proprietary funds, investment income earned on our cash and cash equivalents and securities, and other income not related to our core business. It also includes a charge from the Corporate and Other segment for the use of unallocated capital.

Expenses

IG Wealth Management incurs advisory and business development expenses that include compensation paid to our advisors. The majority of these costs vary directly with asset or sales levels. Also included are other distribution and business development activities which do not vary directly with asset or sales levels, such as corporate channel, direct marketing and advertising, financial planning specialist support and other costs incurred to support our advisor networks. These expenses tend to be discretionary or vary based upon the number of advisors or clients.

Asset based compensation includes compensation paid to both the entrepreneurial advisor and the corporate channels. The entrepreneurial advisor channel compensation fluctuates primarily with the value of AUA and product mix while the corporate channel fluctuates largely based on the number of clients within the channel. Asset-based compensation increased by $27.3 million for the three months ended March 31, 2025 to $184.0 million compared to 2024, primarily due to increases in AUA and other compensation changes.

IG Wealth Management sales-based compensation is based upon the level of net new assets contributed to client accounts at IG Wealth Management (subject to eligibility requirements). All sales-based compensation payments are capitalized and amortized as they reflect incremental costs to obtain a client contract. Sales-based compensation was $27.7 million for the first quarter of 2025, an increase of $2.6 million from $25.1 million in 2024.

Other advisory and business development expenses were $63.4 million in the first quarter of 2025, compared to $62.4 million in 2024, an increase of $1.0 million primarily due to higher compensation paid on the distribution of insurance products.

Table 11: Mortgage Banking Operations – IG Wealth Management

Three months ended *($ millions)*	**2025 Mar. 31**	2024 Dec. 31	2024 Mar. 31	Change 2024 Dec. 31	Change 2024 Mar. 31
Total mortgage banking income					
Net interest income on securitized loans					
Interest income	**$ 49.1**	$ 49.7	$ 42.8	(1.2)%	14.7 %
Interest expense	**47.1**	47.0	40.5	0.2	16.3
Net interest income	**2.0**	2.7	2.3	(25.9)	(13.0)
Gains (losses) on sales(1)	**1.2**	0.7	0.5	71.4	140.0
Fair value adjustments	**(0.8)**	(0.9)	2.0	11.1	N/M
Other	**3.1**	4.5	5.6	(31.1)	(44.6)
	$ 5.5	$ 7.0	$ 10.4	(21.4)%	(47.1)%
Average mortgages serviced					
Securitizations	**$ 5,021**	$ 4,964	$ 4,676	1.1 %	7.4 %
Other	**1,787**	1,820	2,088	(1.8)	(14.4)
	$ 6,808	$ 6,784	$ 6,764	0.4 %	0.7 %
Mortgage sales to:(2)					
Securitizations	**$ 313**	$ 434	$ 262	(27.9)%	19.5 %
Other(1)	**139**	74	47	87.8	195.7
	$ 452	$ 508	$ 309	(11.0)%	46.3 %

(1) Represents sales to institutional investors through private placements and to IG Mackenzie Mortgage and Short Term Income Fund, as well as gains (losses) realized on those sales.
(2) Represents principal amounts sold.

Operations and support includes costs that support our wealth management and other general and administrative functions such as product management, technology and operations, as well as other functional business units and corporate expenses. Operations and support expenses were $117.6 million for the first quarter of 2025 compared to $114.7 million in 2024, an increase of $2.9 million.

Sub-advisory expenses were $51.5 million for the first quarter of 2025 compared to $45.3 million in 2024, an increase of $6.2 million or 13.7%, primarily due to changes in AUM.

Interest Expense

Interest expense, which includes allocated interest expense on long-term debt and interest expense on leases, totalled $25.5 million in the first quarter of 2025, compared to $25.8 million in 2024. Long-term debt interest expense is calculated based on an allocation of IGM Financial's long-term debt of $1.95 billion to IG Wealth Management.

Q1 2025 vs. Q4 2024

Fee Income

Advisory fee income decreased by $0.1 million to $342.1 million in the first quarter of 2025 compared to the fourth quarter of 2024. The decrease in advisory fees in the first quarter was primarily due to two fewer days in the quarter, partially offset by the increase in average AUA of 2.3% for the quarter, as shown in Table 7. The average advisory fee rate for the first quarter was 97.4 basis points of average AUA, compared to 97.7 basis points in the fourth quarter. Fee rates are determined based on client AUA levels and the average rate will fluctuate based on changes in a client's AUA as well as product mix.

Product and program fees were $263.9 million in the first quarter of 2025, a decrease of $1.8 million from $265.7 million in the fourth quarter of 2024. The decrease was primarily due to two fewer days in the quarter, partially offset by the increase in average AUM of 1.8%, as shown in Table 8. The average product and program fee rate was 85.3 basis points of AUM compared to 85.5 basis points from the fourth quarter.

Other financial planning revenues of $36.8 million in the first quarter of 2025 decreased by $5.6 million from $42.4 million in the fourth quarter due to lower earnings from the mortgage banking operations and lower revenues from the distribution of insurance products.

Expenses

Advisory and business development expenses in the current quarter were $275.1 million, an increase of $1.0 million from $274.1 million in the previous quarter. The increase is primarily due to increases in asset-based compensation as a result of higher AUA, partially offset by lower compensation paid on the distribution of insurance products and seasonality of expenses.

Operations and support expenses were $117.6 million for the first quarter of 2025 compared to $118.2 million in the previous quarter.

Wealth Management Strategic Investments

Wealth Management strategic investment's adjusted net earnings are presented within Table 12. Adjusted net earnings for the first quarter of 2025 were ($4.1) million, compared to ($6.0) million in 2024 and ($2.4) million in the prior quarter.

Table 12: Operating Results – Wealth Management Strategic Investments

				Change	
Three months ended *($ millions)*	**2025 Mar. 31**	2024 Dec. 31	2024 Mar. 31	2024 Dec. 31	2024 Mar. 31
Revenues					
Proportionate share of associates' earnings					
Rockefeller	**$ (4.3)**	$ (2.5)	$ (4.4)	(72.0)%	2.3 %
Other	**0.6**	0.1	(0.7)	N/M	N/M
	(3.7)	(2.4)	(5.1)	(54.2)	27.5
Expenses					
Operations and support	**0.3**	0.2	0.3	50.0	–
Adjusted earnings before income taxes[1]	**(4.0)**	(2.6)	(5.4)	(53.8)	25.9
Income taxes	**0.1**	(0.2)	0.6	N/M	(83.3)
Adjusted net earnings[1]	**$ (4.1)**	$ (2.4)	$ (6.0)	(70.8)%	31.7 %

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

Asset Management

The Asset Management segment includes Mackenzie Investments and strategic investments in ChinaAMC and Northleaf.

Asset Management revenue reflects:

- ***Net asset management fees – third party*** includes fees received from our investment funds and fees from third parties for investment management services. Compensation paid to dealers offsets the fees earned.
- ***Asset management fees – Wealth Management*** includes fees received from the Wealth Management segment. Wealth Management is considered a client of the Asset Management segment and transfer pricing is based on values for similar sized asset management mandates.
- ***Proportionate share of associates' earnings*** is the Company's proportionate share of earnings from the equity investments in ChinaAMC and Northleaf.

Assets managed by Mackenzie for IG Wealth Management are included in the Asset Management segment's AUM.

Debt and interest expense is allocated to each IGM Financial segment based on management's assessment of: i) capacity to service the debt, and ii) where the debt is being serviced. Income taxes are also reported in each segment.

Review of the Business

Mackenzie Investments is a diversified asset management solutions provider founded in 1967. We provide investment management and related services with a wide range of investment mandates through a boutique structure and multiple distribution channels. We are committed to delivering strong investment performance for our clients by drawing on more than 50 years of investment management experience.

Mackenzie earns asset management fees primarily from:

- Management fees earned from its investment funds, sub-advised accounts and institutional clients.
- Fees earned from its mutual funds for administrative services.
- Redemption fees on deferred sales charge and low load units.

The largest component of Mackenzie's revenues is management fees. The amount of management fees depends on the level and composition of AUM. Management fee rates vary depending on the investment objective and the account type of the underlying AUM. Equity based mandates have higher management fee rates than fixed income mandates and retail mutual fund accounts have higher management fee rates than exchange traded funds, sub-advised accounts and institutional accounts.

Founded in 1998 as one of the first fund management companies in China, ChinaAMC has developed and maintained a position among the market leaders in China's asset management industry. ChinaAMC drives for growth through product innovation and offering multi-asset investment solutions and services to a diversified group of retail and institutional clients.

Northleaf is a global private equity, private credit and infrastructure fund manager headquartered in Toronto. Northleaf seeks to deliver high absolute risk-adjusted returns from access to value creation outside public markets.

Mackenzie Investments

Strategy

Mackenzie's mission is to create a more invested world, together.

Mackenzie's objective is to become Canada's preferred global asset management solutions provider and business partner.

Mackenzie's strategic mandates are: win Canadian retail; build meaningful strategic partnerships; and develop presence in underpenetrated channels with a targeted approach. We achieve our strategic mandates with the following focus areas:

- Continuously improving distribution with a segmented approach;
- Delivering competitive risk adjusted investment performance;

- Advancing brand leadership;
- Creating innovative and relevant products and solutions;
- Encouraging a sustainable future;
- Ensuring operational excellence and efficiency;
- Fostering a high performing, diverse and winning culture.

Our focus areas drive future business growth. We aim to achieve this by being committed to the success of our clients, attracting and fostering the best minds in the investment industry, maintaining a boutique investment approach, having an innovative and future oriented product focus, and being responsible in everything we do.

Our investment management capabilities are delivered through a boutique structure, with separate in-house teams having distinct focuses and diverse styles. Our research and portfolio management teams are located in Toronto, Montreal, Winnipeg, Vancouver, Boston, Dublin and Hong Kong. In addition, our ownership interest in Northleaf enhances our investment capabilities by offering global private equity, private credit and infrastructure investment solutions to our clients and our ownership interest in ChinaAMC offers our clients access to Chinese capital markets. We also supplement our investment capabilities with strategic partners (third party sub-advisors) in selected areas. The development of a broad range of investment capabilities and products is a key strength in supporting the evolving financial needs of investors.

Our business focuses on three key distribution channels: retail, strategic alliances and institutional.

Mackenzie primarily distributes its retail investment products through third-party financial advisors. Our sales teams work with many of the more than 30,000 independent financial advisors and their firms across Canada. Our innovative, comprehensive lineup of investment solutions covers all asset classes and parts of the globe. We offer a range of relevant products and investment solutions designed to help advisors meet the evolving needs of their clients. We regularly introduce new funds and we may merge or streamline our fund offerings to provide enhanced investment solutions.

In addition to our retail distribution team, Mackenzie also has specialty teams focused on strategic alliances and the institutional marketplace.

Within the strategic alliance channel, Mackenzie offers certain series of our mutual funds and provides sub-advisory services to third-party and related party investment programs offered by banks, insurance companies and other investment companies. Strategic alliances with related parties include providing advisory services to IG Wealth Management and Lifeco subsidiaries. Mackenzie partners with Wealthsimple to distribute ETFs through their product shelf. Mackenzie also serves as one of two exclusive investment solutions providers to PFSL Investment Canada Ltd. (Primerica) and launched a suite of 28 funds designed to address the specific needs of Primerica advisors and their clients. Within the strategic alliance channel, Mackenzie's primary distribution relationship is with the head office of the respective bank, insurance company or investment company.

In the institutional channel, Mackenzie provides investment management services to pension plans, foundations and other institutions. We attract new institutional business through our relationships with pension and management consultants.

Gross sales and redemption activity in strategic alliance and institutional accounts can be more pronounced than in the retail channel, given the relative size and the nature of the distribution relationships of these accounts. These accounts are also subject to ongoing reviews and rebalance activities which may result in a significant change in the level of AUM.

Mackenzie continues to be positioned to build and enhance our distribution relationships given our team of experienced investment professionals, strength of our distribution network, broad product shelf, competitively priced products and our focus on client experience and investment excellence.

Investment Management

Mackenzie has $218.6 billion in AUM at March 31, 2025, including $85.1 billion of sub-advisory mandates to the Wealth Management segment.

We continue to deliver our investment offerings through a boutique structure, with separate in-house investment teams which each have a distinct focus and investment approach. Our investment team currently consists of 16 boutiques. This boutique approach promotes diversification of styles and ideas and provides Mackenzie with a breadth of capabilities. Oversight is conducted through a common process intended to promote superior risk-adjusted returns over time. This oversight process focuses on i) identifying and encouraging each team's performance edge, ii) promoting best practices in portfolio construction, and iii) emphasizing risk management.

Mackenzie's 56% economic interest in Northleaf enhances its investment capabilities by offering global private equity, private credit and infrastructure investment solutions to our clients.

In addition to our own investment teams, Mackenzie supplements investment capabilities through the use of third party sub-advisors and strategic beta index providers in selected areas. These include Putnam Investments and ChinaAMC. With the launch of the suite of 28 FuturePath Funds for Primerica, the following third party sub-advisors were added: 1832 Asset Management, Addenda, Brandywine, Blackrock, and T. Rowe Price.

Long-term investment performance is a key measure of Mackenzie's ongoing success. At March 31, 2025, 56.4% of Mackenzie mutual fund assets were rated in the top two performance quartiles for the one year time frame, 56.6% for the three year time frame and 40.2% for the five year time frame. Mackenzie also monitors its fund performance relative to the ratings it receives on its mutual funds from the Morningstar† fund ranking service. At March 31, 2025, 84.5% of Mackenzie mutual fund assets measured by Morningstar† had a rating of three stars or better and 36.5% had a rating of four or five stars. This compared to the Morningstar† universe of 87.0% for three stars or better and 54.0% for four and five star funds at March 31, 2025.

Products

Mackenzie continues to evolve its product shelf by providing enhanced investment solutions for financial advisors to offer their clients.

Mutual Funds

Mackenzie manages its product shelf through new fund launches and fund mergers to streamline fund offerings for advisors and investors. During the first quarter of 2025, Mackenzie launched one mutual fund.

- Mackenzie FuturePath US All Cap Growth Fund seeks to provide long-term capital appreciation by investing primarily in growth stocks domiciled in the US.

Early in the second quarter of 2025, eight new mutual funds were launched:

- Mackenzie GQE Canadian Balanced Fund
- Mackenzie GQE Canadian Equity Fund
- Mackenzie GQE Global Balanced Fund
- Mackenzie GQE US Alpha Extension Fund
- Mackenzie International All Cap Equity Fund
- Mackenzie Target 2027 North American IG Corporate Bond Fund
- Mackenzie Target 2029 North American IG Corporate Bond Fund
- Mackenzie US Value Fund

Alternative Funds

Mackenzie currently has eight alternative funds, including four products in collaboration with Northleaf Capital Partners (Northleaf) as part of its ongoing commitment to expand retail investor access to private market investment solutions. During the first quarter of 2025, the Mackenzie Northleaf Global Private Equity Fund became registered plan eligible. As a result, accredited investors will be able to gain exposure to private equity in their registered plans, including Registered Retirement Savings Plans, Registered Retirement Income Funds, Registered Education Savings Plans, Tax-Free Savings Accounts and First Home Savings Accounts. This is the third fund in Mackenzie's suite of private market product offerings to qualify as an eligible investment for registered plans, joining the Mackenzie Northleaf Private Credit Fund and the Mackenzie Northleaf Private Credit Interval Fund.

Exchange Traded Funds

Exchange Traded Funds (ETF) complement Mackenzie's broad and innovative fund line-up and reflect its investor-focused vision to provide advisors and investors with new solutions to drive investor outcomes and achieve their personal goals. These ETFs offer investors another investment option when building long-term diversified portfolios.

Early in the second quarter of 2025, three ETFs were launched:

- Mackenzie AAA CLO ETF
- Mackenzie Target 2027 North American IG Corporate Bond ETF
- Mackenzie Target 2029 North American IG Corporate Bond ETF

Mackenzie's current line-up consists of 51 ETFs: 28 active and strategic beta ETFs and 23 traditional index ETFs. ETF AUM ended the quarter at $17.0 billion, inclusive of $9.1 billion in investments from IGM managed products. This ranks Mackenzie in eighth place in the Canadian ETF industry for AUM.

Asset Management AUM

AUM is a key performance indicator for the Asset Management segment.

The changes in total AUM are summarized in Table 13 and the changes in investment fund AUM are summarized in

Table 13: Change in Total AUM – Asset Management

Three months ended ($ millions)	2025 Mar. 31	2024 Dec. 31	2024 Mar. 31	Change 2024 Dec. 31	Change 2024 Mar. 31
Mackenzie AUM excluding sub-advisory to Canada Life and the Wealth Management segment					
Net sales (redemptions)					
Mutual funds	**$ (700)**	$ (699)	$ (526)	(0.1)%	(33.1)%
ETF net creations	**615**	322	332	91.0	85.2
Investment funds[1][2][3]	**(85)**	(377)	(194)	77.5	56.2
Sub-advisory, institutional and other accounts[4]	**3,526**	68	20	N/M	N/M
Total net sales (redemptions)	**3,441**	(309)	(174)	N/M	N/M
Investment returns	**37**	1,479	3,779	(97.5)	(99.0)
Net change in assets	**3,478**	1,170	3,605	197.3	(3.5)
Beginning assets	**77,068**	75,898	69,282	1.5	11.2
Ending assets	**$ 80,546**	$ 77,068	$ 72,887	4.5 %	10.5 %
Mackenzie consolidated AUM					
Mutual funds	**$ 60,885**	$ 61,435	$ 58,847	(0.9)%	3.5 %
ETFs	**7,874**	7,258	6,074	8.5	29.6
Investment funds[1][2]	**68,759**	68,693	64,921	0.1	5.9
Sub-advisory, institutional and other accounts	**11,787**	8,375	7,966	40.7	48.0
	80,546	77,068	72,887	4.5	10.5
Sub-advisory to Canada Life	**52,951**	52,879	51,281	0.1	3.3
Third party AUM	**133,497**	129,947	124,168	2.7	7.5
Sub-advisory and AUM to Wealth Management[2]	**85,136**	83,369	79,503	2.1	7.1
Consolidated AUM	**$ 218,633**	$ 213,316	$ 203,671	2.5 %	7.3 %
Strategic investments ending AUM					
ChinaAMC	**$ 147,077**	$ 135,173	$ 108,798	8.8 %	35.2 %
Northleaf	**18,339**	17,926	15,283	2.3	20.0
Intra-segment eliminations	**(398)**	(361)	(309)	(10.2)	(28.8)
	$ 165,018	$ 152,738	$ 123,772	8.0 %	33.3 %
Consolidated ending AUM including strategic investments	**$ 383,651**	$ 366,054	$ 327,443	4.8 %	17.2 %
Mackenzie average total AUM[5]					
Third party AUM	**$ 132,232**	$ 129,964	$ 121,000	1.7 %	9.3 %
Consolidated	**217,505**	213,890	198,874	1.7	9.4

(1) Investment fund AUM and net sales exclude investments into Mackenzie mutual funds and ETFs by IGM Financial's investment funds.
(2) Mackenzie investment fund products sold through IG Wealth Management are included in Sub-advisory and AUM to Wealth Management.
(3) In the first quarter of 2025, an institutional investor which includes Mackenzie mutual funds in its product offerings made fund allocation changes resulting in redemptions of $144 million.
(4) Sub-advisory, institutional and other accounts
– In the first quarter of 2025, Mackenzie onboarded institutional mandates of $3.6 billion.
– In the first quarter of 2024, the IG Wealth Management pension plan redeemed $177 million from IG Wealth Management mutual funds that was re-allocated into a separately managed account managed by Mackenzie.
(5) Based on daily average investment fund assets and month-end average sub-advisory, institutional and other assets.

Table 14. Assets managed for the Wealth Management segment are included in total AUM.

Asset Management AUM including strategic investments were $383.7 billion at March 31, 2025, compared to $327.4 billion at March 31, 2024. Strategic investments AUM is based on the Company's interest in these companies.

At March 31, 2025, Mackenzie's total AUM were $218.6 billion, an increase of 7.3% from $203.7 billion last year. Mackenzie's total third party AUM were $133.5 billion, an increase of 7.5% from $124.2 billion last year. The change in Mackenzie's AUM is determined by investment returns and net contributions from our clients.

Table 14: Change in Investment Fund AUM – Mackenzie Investments[1]

Three months ended *($ millions)*	2025 Mar. 31	2024 Dec. 31	2024 Mar. 31	Change 2024 Dec. 31	Change 2024 Mar. 31
Sales	**$ 2,637**	$ 2,188	$ 2,357	20.5 %	11.9 %
Redemptions	**3,337**	2,887	2,883	15.6	15.7
Mutual fund net sales (redemptions)	**(700)**	(699)	(526)	(0.1)	(33.1)
ETF net creations	**615**	322	332	91.0	85.2
Investment fund net sales (redemptions)[2][3][4]	**(85)**	(377)	(194)	77.5	56.2
Investment returns	**151**	1,251	3,200	(87.9)	(95.3)
Net change in assets	**66**	874	3,006	(92.4)	(97.8)
Beginning assets	**68,693**	67,819	61,915	1.3	10.9
Ending assets	**$ 68,759**	$ 68,693	$ 64,921	0.1 %	5.9 %
Consists of:					
Mutual funds	**$ 60,885**	$ 61,435	$ 58,847	(0.9)%	3.5 %
ETFs	**7,874**	7,258	6,074	8.5	29.6
Investment funds[4]	**$ 68,759**	$ 68,693	$ 64,921	0.1 %	5.9 %
Daily average investment fund assets	**$ 69,635**	$ 68,715	$ 63,020	1.3 %	10.5 %

(1) Investment fund AUM and net sales excludes investments into Mackenzie mutual funds and ETFs by IGM Financial's investment funds.

(2) Total investment fund net sales and AUM exclude Mackenzie mutual fund investments in ETFs.

(3) In the first quarter of 2025, an institutional investor which includes Mackenzie mutual funds in its product offerings made fund allocation changes resulting in redemptions of $144 million.

(4) Mackenzie investment fund products sold through IG Wealth Management are included in Sub-advisory and AUM to Wealth Management.

At March 31, 2025, ChinaAMC's AUM was RMB¥ 2,669.8 billion ($529.1 billion) compared to RMB¥ 2,088.7 billion ($391.4 billion) at March 31, 2024, an increase of 27.8% (CAD 35.2%). Mackenzie holds a 27.8% interest in ChinaAMC.

At March 31, 2025, Northleaf's AUM was $32.7 billion compared to $27.3 billion at March 31, 2024, an increase of 19.8%. Mackenzie holds a 56% economic interest in Northleaf.

Mackenzie Investments AUM

Change in AUM – Q1 2025 vs. Q1 2024

Mackenzie's total AUM at March 31, 2025 were $218.6 billion, an increase of 7.3% from $203.7 billion at March 31, 2024. Third party AUM were $133.5 billion, an increase of 7.5% from $124.2 billion at March 31, 2024.

Investment fund AUM were $68.8 billion at March 31, 2025, compared to $64.9 billion at March 31, 2024, an increase of 5.9%. Mackenzie's mutual fund AUM of $60.9 billion increased by 3.5% from $58.8 billion at March 31, 2024. Mackenzie's ETF assets excluding ETFs held within IGM Financial's managed products were $7.9 billion at March 31, 2025, an increase of 29.6% from $6.1 billion at March 31, 2024. ETF assets inclusive of IGM Financial's managed products were $17.0 billion at March 31, 2025 compared to $13.8 billion at March 31, 2024.

In the three months ended March 31, 2025, Mackenzie's mutual fund gross sales were $2.6 billion, an increase of 11.9% compared to $2.4 billion in 2024. Mutual fund redemptions in the current quarter were $3.3 billion, an increase of 15.7% from last year. Mutual fund net redemptions for the three months ended March 31, 2025 were $700 million, compared to net redemptions of $526 million last year. In the three months ended March 31, 2025, ETF net creations were $615 million compared to $332 million last year. Investment fund net redemptions in the current quarter were $85 million compared to net redemptions of $194 million last year. During the current quarter, investment returns resulted in investment fund assets increasing by $151 million compared to an increase of $3.2 billion last year.

In the first quarter of 2025, an institutional investor which includes Mackenzie mutual funds in its product offerings made fund allocation changes resulting in redemptions of $144 million. Excluding this transaction, mutual fund redemptions increased 10.8% in the three months ended March 31, 2025 compared to last year and mutual fund net redemptions of $556 million compared to net redemptions of $526 million last year.

Total net sales excluding sub-advisory to Canada Life and to the Wealth Management segment for the three months ended March 31, 2025 were $3.4 billion compared to net redemptions of $174 million last year. During the current quarter, investment returns resulted in assets increasing by $37 million compared to an increase of $3.8 billion last year.

During the first quarter of 2025, Mackenzie onboarded institutional mandates of $3.6 billion. During the first quarter of 2024, the IG Wealth Management pension plan redeemed $177 million from IG Wealth Management mutual funds that was re-allocated into a separately managed account managed by Mackenzie. Excluding these transactions and the mutual fund allocation change described above, net sales were $23 million in the three months ended March 31, 2025 compared to net redemptions of $351 million last year.

Redemptions of long-term mutual funds in the first quarter ended March 31, 2025 were $3.2 billion, compared to $2.8 billion last year. Mackenzie's annualized quarterly redemption rate for long-term mutual funds was 21.1% in the first quarter of 2025, compared to 20.1% in the first quarter of 2024. Mackenzie's annualized quarterly redemption rate for long-term mutual funds excluding fund allocation changes made by third party programs was 20.2% in the first quarter of 2025. Mackenzie's twelve month trailing redemption rate for long-term mutual funds was 18.9% at March 31, 2025, compared to 18.2% last year. Mackenzie's twelve month trailing redemption rate for long-term mutual funds excluding fund allocation changes made by third party programs was 18.6% at March 31, 2025. The corresponding average twelve month trailing redemption rate for long-term mutual funds for all other members of SIMA was approximately 15.2% at March 31, 2025. Mackenzie's twelve month trailing redemption rate is comprised of the weighted average redemption rate for front-end load assets, deferred sales charge and low load assets with redemption fees, and deferred sales charge assets without redemption fees (matured assets). Generally, redemption rates for front-end load assets and matured assets are higher than the redemption rates for deferred sales charge and low load assets with redemption fees.

As at March 31, 2025, Mackenzie's sub-advisory to Canada Life were $53.0 billion compared to $51.3 billion at March 31, 2024.

As at March 31, 2025, Mackenzie's sub-advisory and AUM to the Wealth Management segment were $85.1 billion or 68.3% of Wealth Management AUM excluding strategic investments compared to $79.5 billion or 70.0% of Wealth Management AUM excluding strategic investments at March 31, 2024.

Change in AUM – Q1 2025 vs. Q4 2024

Mackenzie's total AUM at March 31, 2025 were $218.6 billion, an increase of 2.5% from $213.3 billion at December 31, 2024. Third party AUM were $133.5 billion, an increase of 2.7% from $129.9 billion at December 31, 2024.

Investment fund AUM were $68.8 billion at March 31, 2025, an increase of 0.1% from $68.7 billion at December 31, 2024. Mackenzie's mutual fund AUM were $60.9 billion at March 31, 2025, a decrease of 0.9% from $61.4 billion at December 31, 2024. Mackenzie's ETF assets were $7.9 billion at March 31, 2025 compared to $7.3 billion at December 31, 2024. ETF assets inclusive of IGM Financial's managed products were $17.0 billion at March 31, 2025 compared to $15.5 billion at December 31, 2024.

For the quarter ended March 31, 2025, Mackenzie mutual fund gross sales were $2.6 billion, an increase of 20.5% from the fourth quarter of 2024. Mutual fund redemptions were $3.3 billion, an increase of 15.6% from the fourth quarter of 2024. Net redemptions of Mackenzie mutual funds for the current quarter were $700 million compared to net redemptions of $699 million in the previous quarter.

In the first quarter of 2025, an institutional investor which includes Mackenzie mutual funds in its product offerings made fund allocation changes resulting in redemptions of $144 million. Excluding this transaction, mutual fund redemptions increased 10.6% in the three months ended March 31, 2025 compared to the previous quarter and mutual fund net redemptions of $556 million compared to net redemptions of $699 million last quarter.

Redemptions of long-term mutual fund assets in the current quarter were $3.2 billion, compared to $2.8 billion in the fourth quarter. Mackenzie's annualized quarterly redemption rate for long-term mutual funds for the current quarter was 21.1% compared to 18.4% in the fourth quarter. Mackenzie's annualized quarterly redemption rate for long-term mutual funds excluding fund allocation changes made by third party programs was 20.2% in the first quarter of 2025.

For the quarter ended March 31, 2025, Mackenzie ETF net creations were $615 million compared to $322 million in the fourth quarter.

Investment fund net redemptions in the current quarter were $85 million compared to net redemptions of $377 million in the fourth quarter.

As at March 31, 2025, Mackenzie's sub-advisory to Canada Life were $53.0 billion compared to $52.9 billion at December 31, 2024.

As at March 31, 2025, Mackenzie's sub-advisory and AUM to the Wealth Management segment were $85.1 billion or 68.3% of Wealth Management AUM excluding strategic investments compared to $83.4 billion or 67.7% of Wealth Management AUM excluding strategic investments at December 31, 2024.

Review of Segment Operating Results

The Asset Management segment's adjusted net earnings are presented in Table 15 and include the operations of Mackenzie Investments and earnings related to strategic investments.

Mackenzie Investments

Mackenzie Investments' adjusted net earnings are presented in Table 16. Adjusted net earnings for the first quarter of 2025 were $52.6 million, a decrease of 8.2% from the first quarter in 2024 and a decrease of 15.0% from the prior quarter.

Adjusted earnings before interest and taxes for the first quarter of 2025 were $78.1 million, a decrease of 7.4% from the first quarter in 2024 and a decrease of 13.6% from the prior quarter.

Q1 2025 vs. Q1 2024

Revenues

Asset management fees are classified as either Asset management fees – third party or Asset management fees – Wealth Management.

- Net asset management fees – third party is comprised of the following:
  - Asset management fees – third party consists of management and administration fees earned from our investment funds and management fees from our third party sub-advisory, institutional and other accounts. The largest component is management fees from our investment funds. The amount of management fees depends on the level and composition of AUM. Management fee rates vary depending on the investment objective and the account type of the underlying AUM. For example,

Table 15: Operating Results – Asset Management

				Change	
Three months ended *($ millions)*	**2025 Mar. 31**	2024 Dec. 31	2024 Mar. 31	2024 Dec. 31	2024 Mar. 31
Revenues					
Asset management					
Asset management fees – third party	**$ 252.1**	$ 256.6	$ 238.2	(1.8)%	5.8 %
Redemption fees	**0.5**	0.4	0.6	25.0	(16.7)
	252.6	257.0	238.8	(1.7)	5.8
Dealer compensation expenses					
Asset-based compensation	**(83.7)**	(84.0)	(79.3)	(0.4)	5.5
Net asset management fees – third party	**168.9**	173.0	159.5	(2.4)	5.9
Asset management fees – Wealth Management	**31.8**	31.3	29.1	1.6	9.3
Net asset management	**200.7**	204.3	188.6	(1.8)	6.4
Net investment income and other	**1.5**	8.5	6.5	(82.4)	(76.9)
Proportionate share of associates' earnings	**39.0**	29.2	34.0	33.6	14.7
	241.2	242.0	229.1	(0.3)	5.3
Expenses					
Advisory and business development	**26.2**	24.2	21.4	8.3	22.4
Operations and support	**97.1**	97.1	88.5	–	9.7
Sub-advisory	**1.4**	1.6	1.3	(12.5)	7.7
	124.7	122.9	111.2	1.5	12.1
Adjusted earnings before interest and taxes[(1)]	**116.5**	119.1	117.9	(2.2)	(1.2)
Interest expense	**6.5**	6.5	6.5	–	–
Adjusted earnings before income taxes[(1)]	**110.0**	112.6	111.4	(2.3)	(1.3)
Income taxes	**21.8**	24.4	23.2	(10.7)	(6.0)
Adjusted net earnings[(1)]	**88.2**	88.2	88.2	–	–
Non-controlling interest	**1.7**	0.7	1.4	142.9	21.4
Adjusted net earnings available to common shareholders[(1)]	**$ 86.5**	$ 87.5	$ 86.8	(1.1)%	(0.3)%

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

Table 16: Operating Results – Mackenzie Investments

Three months ended *($ millions)*	2025 Mar. 31	2024 Dec. 31	2024 Mar. 31	Change 2024 Dec. 31	Change 2024 Mar. 31
Revenues					
Asset management					
Asset management fees – third party	**$ 252.1**	$ 256.6	$ 238.2	(1.8)%	5.8 %
Redemption fees	**0.5**	0.4	0.6	25.0	(16.7)
	252.6	257.0	238.8	(1.7)	5.8
Dealer compensation expenses					
Asset-based compensation	**(83.7)**	(84.0)	(79.3)	(0.4)	5.5
Net asset management fees – third party	**168.9**	173.0	159.5	(2.4)	5.9
Asset management fees – Wealth Management	**31.8**	31.3	29.1	1.6	9.3
Net asset management	**200.7**	204.3	188.6	(1.8)	6.4
Net investment income and other	**1.5**	8.5	6.5	(82.4)	(76.9)
	202.2	212.8	195.1	(5.0)	3.6
Expenses					
Advisory and business development	**26.2**	24.2	21.4	8.3	22.4
Operations and support	**96.5**	96.6	88.1	(0.1)	9.5
Sub-advisory	**1.4**	1.6	1.3	(12.5)	7.7
	124.1	122.4	110.8	1.4	12.0
Adjusted earnings before interest and taxes(1)	**78.1**	90.4	84.3	(13.6)	(7.4)
Interest expense	**6.5**	6.5	6.5	–	–
Adjusted earnings before income taxes(1)	**71.6**	83.9	77.8	(14.7)	(8.0)
Income taxes	**19.0**	22.0	20.5	(13.6)	(7.3)
Adjusted net earnings(1)	**$ 52.6**	$ 61.9	$ 57.3	(15.0)%	(8.2)%

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

equity-based mandates have higher management fee rates than exchange traded funds, fixed income mandates and retail mutual fund accounts have higher management fee rates than sub-advised and institutional accounts. The majority of Mackenzie's mutual fund assets are retail and sold through third party financial advisors.

- Redemption fees – consists of fees earned from the redemptions of mutual fund assets sold on a deferred sales charge purchase option and on a low load purchase option. Redemption fees charged for deferred sales charge assets range from 5.5% in the first year and decrease to zero after seven years. Redemption fees for low load assets range from 2.0% to 3.0% in the first year and decrease to zero after two or three years, depending on the purchase option.
- Dealer compensation expenses – consists of asset-based and sales-based compensation. Asset-based compensation represents trailing commissions paid to dealers on certain classes of retail mutual funds and are calculated as a percentage of mutual fund AUM. These fees vary depending on the fund type and the purchase option upon which the fund was sold: front-end, deferred sales charge or low load. Sales-based compensation are paid to dealers on the sale of mutual funds under the deferred sales charge purchase option and on a low load purchase option. Mackenzie stopped selling deferred sales charge purchase options and low load purchase options as of June 1, 2022, in accordance with regulatory changes.

- Asset management fees – Wealth Management consists of sub-advisory fees earned from the Wealth Management segment.

Net asset management fees – third party were $168.9 million for the three months ended March 31, 2025, an increase of $9.4 million or 5.9% from $159.5 million last year. The increase in net asset management fees – third party was primarily due to a 9.3% increase in average AUM, as shown in Table 13, partially offset by a decrease in the net asset management fee rate. Mackenzie's net asset management fee rate was 51.8 basis points for the three months ended March 31, 2025, compared to 53.0 basis points in the comparative period in 2024. In addition to these factors, there was one less calendar day in the first quarter of 2025 as compared to the first quarter of 2024, which resulted in less management fees of $1.9 million.

Asset management fees – Wealth Management were $31.8 million for the three months ended March 31, 2025, an increase of $2.7 million or 9.3% from $29.1 million last year. The increase in management fees was due to a 9.5% increase in average AUM. Mackenzie's management fee rate was 15.1 basis points for the three months ended March 31, 2025, compared to 15.0 basis points from the comparative period in 2024. In addition to these factors, there was one less calendar day in the first quarter of 2025 as compared to the first quarter of 2024, which resulted in less management fees of $0.4 million.

Net investment income and other primarily includes investment returns related to Mackenzie's investments in proprietary funds. These investments are generally made in the process of launching a fund and are sold as third party investors subscribe. Net investment income and other was $1.5 million for the three months ended March 31, 2025 compared to $6.5 million last year.

Expenses

Mackenzie incurs advisory and business development expenses that primarily include wholesale distribution activities and these costs vary directly with assets or sales levels. Advisory and business development expenses were $26.2 million for the three months ended March 31, 2025, an increase of $4.8 million or 22.4% from $21.4 million in 2024. The increase in the three month period was primarily attributed to the timing of product, marketing and distribution spend, which includes upcoming product launches in the second quarter of 2025.

Operations and support includes costs associated with business operations, including technology and business processes, in-house investment management and product shelf management, corporate management and support functions. These expenses primarily reflect compensation, technology and other service provider expenses. Operations and support expenses were $96.5 million for the three months ended March 31, 2025, an increase of $8.4 million or 9.5% from $88.1 million in 2024.

Sub-advisory expenses were $1.4 million for the three months ended March 31, 2025, compared to $1.3 million in 2024.

Interest Expense

Interest expense, which includes allocated interest expense on long-term debt and interest expense on leases, totalled $6.5 million in the first quarter of 2025, consistent with the comparative period in 2024. Long-term debt interest expense is calculated based on an allocation of IGM Financial's long-term debt of $450 million to Mackenzie.

Q1 2025 vs. Q4 2024

Revenues

Net asset management fees – third party were $168.9 million for the current quarter, a decrease of $4.1 million or 2.4% from $173.0 million in the fourth quarter of 2024. Factors contributing to the net decrease were:

- Net asset management fee rate was 51.8 basis points for the current quarter compared to 52.8 basis points in the fourth quarter. The decline in rate was primarily driven by a change in the composition of AUM, including the impact of having a greater share in non-retail priced products. Contributing to the increase in non-retail assets was the onboarding of $3.6 billion of institutional mandates during the first quarter of 2025 and higher AUM through our partnerships with Wealthsimple and Primerica.
- There were two fewer calendar days in the first quarter of 2025 compared to the fourth quarter of 2024, which resulted in a decrease of management fees of $3.8 million.
- Average AUM were $132.2 billion in the current quarter, an increase of 1.7% from the prior quarter.

Asset management fees – Wealth Management were $31.8 million, an increase of $0.5 million or 1.6% from $31.3 million in the fourth quarter. Factors contributing to the net increase were:

- Average AUM were $85.3 billion in the current quarter, an increase of 1.6% from the prior quarter.
- Asset management fee rate was 15.1 basis points for the current quarter compared to 14.8 basis points in the fourth quarter.
- There were two fewer calendar days in the first quarter of 2025 compared to the fourth quarter of 2024, which resulted in a decrease of management fees of $0.7 million.

Net investment income and other was $1.5 million for the current quarter, compared to $8.5 million in the fourth quarter.

Expenses

Advisory and business development expenses were $26.2 million for the current quarter, compared to $24.2 million in the fourth quarter.

Operations and support expenses were $96.5 million for the current quarter, a decrease of $0.1 million or 0.1% from $96.6 million in the fourth quarter.

Sub-advisory expenses were $1.4 million for the current quarter, compared to $1.6 million in the fourth quarter.

Asset Management Strategic Investments

Asset Management strategic investment's adjusted net earnings are presented within Table 17. Adjusted net earnings for the first quarter of 2025 were $33.9 million, compared to $29.5 million in 2024 and $25.6 million in the prior quarter.

The proportionate share of associates' earnings consists of equity earnings from ChinaAMC and Northleaf.

The Company's share of ChinaAMC's earnings were $30.6 million in the first quarter of 2025 compared to $26.9 million in the comparable period in 2024.

The Company's share of Northleaf's earnings were $8.4 million in the first quarter of 2025 compared to $7.1 million in the comparable period in 2024. This is offset by non-controlling interest as reflected in the table.

Table 17: Operating Results – Asset Management Strategic Investments

Three months ended *($ millions)*	**2025 Mar. 31**	2024 Dec. 31	2024 Mar. 31	Change 2024 Dec. 31	Change 2024 Mar. 31
Revenues					
Proportionate share of associates' earnings					
ChinaAMC	**$ 30.6**	$ 25.4	$ 26.9	20.5 %	13.8 %
Northleaf	**8.4**	3.8	7.1	121.1	18.3
	39.0	29.2	34.0	33.6	14.7
Expenses					
Operations and support	**0.6**	0.5	0.4	20.0	50.0
Adjusted earnings before income taxes(1)	**38.4**	28.7	33.6	33.8	14.3
Income taxes	**2.8**	2.4	2.7	16.7	3.7
Adjusted net earnings(1)	**35.6**	26.3	30.9	35.4	15.2
Non-controlling interest	**1.7**	0.7	1.4	142.9	21.4
Adjusted net earnings available to common shareholders(1)	**$ 33.9**	$ 25.6	$ 29.5	32.4 %	14.9 %

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

Corporate and Other

Review of Segment Operating Results

The Corporate and Other segment includes the Company's investments in Lifeco and Portage Ventures LPs (Portage), and unallocated capital.

Adjusted earnings from the Corporate and Other segment include the Company's proportionate share of Lifeco's base earnings, an alternate measure Lifeco uses to understand the underlying business performance compared to IFRS net earnings. Lifeco's financial information can be obtained in its disclosure materials filed on www.sedarplus.ca. Net investment income on unallocated capital and consolidation elimination entries are also included in this segment.

At March 31, 2025, the Company held a 2.4% equity interest in Lifeco. IGM Financial and Lifeco are controlled by Power.

Portage consists of early-stage investment funds dedicated to backing innovating financial services companies and are controlled by Power.

In addition to Lifeco and other investments held by the Company, the Corporate and Other segment includes unallocated capital which totalled $615.1 million at March 31, 2025 compared to $531.3 million at December 31, 2024, as detailed in Table 18.

Unallocated capital represents capital not allocated to any of the operating companies and which would be available for investment, debt repayment, distribution to shareholders or other corporate purposes. This capital is invested in highly liquid, high quality financial instruments in accordance with the Company's Investment Policy.

Corporate and Other segment adjusted net earnings are presented in Table 19.

Q1 2025 vs. Q1 2024

The proportionate share of Lifeco's base earnings was $24.5 million, an increase of $0.6 million in the first quarter of 2025 compared to the first quarter of 2024. The proportionate share of Lifeco's net earnings was $20.5 million, a decrease of $2.3 million in the first quarter of 2025 compared to the first quarter of 2024. These earnings reflect the proportionate share of equity earnings from Lifeco, as discussed in the Consolidated Financial Position section of this MD&A.

Net investment income and other was $4.2 million in the first quarter of 2025, an increase of $0.4 million from $3.8 million in 2024.

Q1 2025 vs. Q4 2024

The proportionate share of Lifeco's base earnings was $24.5 million in the first quarter of 2025, a decrease of $1.8 million from the fourth quarter of 2024. The proportionate share of Lifeco's net earnings was $20.5 million, a decrease of $5.8 million from the fourth quarter of 2024.

Table 18: Total Assets – Corporate and Other

($ millions)	**2025 Mar. 31**	2024 Dec. 31
Investments in associate		
Lifeco	**$ 656.8**	$ 633.5
FVTOCI investments		
Portage and other investments	**158.3**	151.6
Unallocated capital	**615.1**	531.3
Total assets	**$ 1,430.2**	$ 1,316.4
Lifeco fair value	**$ 1,247.4**	$ 1,053.9

Table 19: Operating Results – Corporate and Other

Three months ended *($ millions)*	**2025 Mar. 31**	2024 Dec. 31	2024 Mar. 31	Change 2024 Dec. 31	Change 2024 Mar. 31
Revenues					
Wealth Management	**$ (3.3)**	$ (2.8)	$ (1.9)	(17.9)%	(73.7)%
Asset management	**(26.5)**	(26.7)	(26.0)	0.7	(1.9)
Dealer compensation expense	**(1.4)**	(1.2)	(0.8)	16.7	75.0
Net asset management	**(27.9)**	(27.9)	(26.8)	–	(4.1)
Net investment income and other	**4.2**	5.5	3.8	(23.6)	10.5
Proportionate share of Lifeco's base earnings	**24.5**	26.3	23.9	(6.8)	2.5
	(2.5)	1.1	(1.0)	N/M	(150.0)
Expenses					
Operations and support	**0.8**	1.0	0.4	(20.0)	100.0
Sub-advisory	**(31.2)**	(30.9)	(28.8)	(1.0)	(8.3)
	(30.4)	(29.9)	(28.4)	(1.7)	(7.0)
Adjusted earnings before income taxes[1]	**27.9**	31.0	27.4	(10.0)	1.8
Income taxes	**0.9**	1.4	0.9	(35.7)	–
Adjusted net earnings[1]	**$ 27.0**	$ 29.6	$ 26.5	(8.8)%	1.9 %

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

IGM Financial Inc.

Consolidated Financial Position

IGM Financial's total assets were $20.2 billion at March 31, 2025, compared to $20.7 billion at December 31, 2024.

Other Investments

The composition of the Company's securities holdings is detailed in Table 20.

Fair Value Through Other Comprehensive Income (FVTOCI)

Gains and losses on FVTOCI investments are recorded in Other comprehensive income.

Corporate Investments

Corporate investments is primarily comprised of the Company's investments in Wealthsimple and Portage and are recorded at FVTOCI.

The total fair value of Corporate investments was $1,367.9 million at March 31, 2025 compared to $1,350.4 million at December 31, 2024, and is presented net of certain costs incurred within the limited partnership structures holding the underlying investments.

Wealthsimple Financial Corp.

Wealthsimple is a financial company that provides simple digital tools for growing and managing client money. The Company's investment in Wealthsimple is primarily held through a limited partnership controlled by Power. The investment is classified at FVTOCI. IGM Financial Inc. holds a 27.2% economic interest in Wealthsimple (December 31, 2024 – 27.2%).

At March 31, 2025, the fair value of the Company's investment in Wealthsimple was $1,219 million, unchanged from December 31, 2024. Fair value is determined by using observable transactions in the investments' securities where available, discounted cash flows, and other valuation metrics, including revenue multiples used in the valuation of comparable public companies.

Wealthsimple's total assets under administration were $73.0 billion at March 31, 2025, representing an increase of 14.1% from $64.0 billion at December 31, 2024.

Fair Value Through Profit or Loss (FVTPL)

Securities classified as FVTPL include equity securities and proprietary investment funds. Gains and losses are recorded in Net investment income and other in the Consolidated Statements of Earnings.

Certain proprietary investment funds are consolidated where the Company has made the assessment that it controls the investment fund. The underlying securities of these funds are classified as FVTPL.

Loans

The composition of the Company's loans is detailed in Table 21.

Loans consisted of residential mortgages, which include HELOCs, and represented 27.0% of total assets at March 31, 2025, compared to 26.4% at December 31, 2024.

Loans measured at amortized cost are primarily comprised of residential mortgages sold to securitization programs sponsored by third parties that in turn issue securities to investors. An offsetting liability, Obligations

Table 20: Other Investments

	March 31, 2025		December 31, 2024	
($ millions)	**Cost**	**Fair Value**	Cost	Fair Value
Fair value through other comprehensive income				
Corporate investments	**$ 292.2**	**$ 1,367.9**	$ 289.9	$ 1,350.4
Fair value through profit or loss				
Equity securities	**1.8**	**2.0**	1.8	2.0
Proprietary investment funds	**85.3**	**93.8**	107.8	116.1
	87.1	**95.8**	109.6	118.1
	$ 379.3	**$ 1,463.7**	$ 399.5	$ 1,468.5

Table 21: Loans

($ millions)	2025 Mar. 31	2024 Dec. 31
Amortized cost	$ 5,415.6	$ 5,463.2
Allowance for expected credit losses	(0.8)	(0.8)
	5,414.8	5,462.4
Fair value through profit or loss	52.0	–
	$ 5,466.8	$ 5,462.4

to securitization entities, has been recorded and totalled $5.0 billion at March 31, 2025, unchanged from December 31, 2024.

The Company holds loans pending sale or securitization. Loans measured at FVTPL are residential mortgages held temporarily by the Company pending sale. Loans held for securitization are carried at amortized cost. Total loans being held pending sale or securitization are $402.3 million at March 31, 2025, compared to $405.7 million at December 31, 2024.

Residential mortgages originated by IG Wealth Management are funded primarily through sales to third parties on a fully serviced basis, including Canada Mortgage and Housing Corporation (CMHC) or Canadian bank sponsored securitization programs. At March 31, 2025, IG Wealth Management serviced $6.8 billion of residential mortgages.

Securitization Arrangements

Through the Company's mortgage banking operations, residential mortgages are sold to securitization trusts sponsored by third parties that in turn issue securities to investors. The Company securitizes residential mortgages through the CMHC sponsored National Housing Act Mortgage-Backed Securities (NHA MBS) and the Canada Mortgage Bond (CMB) Program and through Canadian bank-sponsored asset-backed commercial paper (ABCP) programs. The Company retains servicing responsibilities and certain elements of credit risk and prepayment risk associated with the transferred assets. The Company's credit risk on its securitized mortgages is partially mitigated through the use of insurance. Derecognition of financial assets in accordance with IFRS is based on the transfer of risks and rewards of ownership. As the Company has retained prepayment risk and certain elements of credit risk associated with the Company's securitization transactions through the CMB and ABCP programs, they are accounted for as secured borrowings. The Company records the transactions under these programs as follows: i) the mortgages and related obligations are carried at amortized cost, with interest income and interest expense, utilizing the effective interest rate method, recorded over the term of the mortgages, ii) the component of swaps 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, are recorded at fair value, and iii) cash reserves held under the ABCP program are carried at amortized cost.

In the first quarter of 2025, the Company securitized loans through its mortgage banking operations with cash proceeds of $285.2 million compared to $257.0 million in 2024. Additional information related to the Company's securitization activities, including the Company's hedges of related reinvestment and interest rate risk, can be found in the Financial Risk section of this MD&A and in Note 6 to the Interim Financial Statements.

Investment in Associates

The Company uses the equity method to account for its investments in associates, which include Great-West Lifeco Inc. (Lifeco), China Asset Management Co., Ltd. (ChinaAMC), Rockefeller Capital Management (Rockefeller), and Northleaf Capital Group Ltd. (Northleaf), as it exercises significant influence. Changes in the carrying values for the three months ended March 31, 2025 compared to 2024 are shown in Table 22.

Great-West Lifeco Inc.

At March 31, 2025, the Company held a 2.4% equity interest in Lifeco. IGM Financial and Lifeco are controlled by Power.

China Asset Management Co., Ltd.

At March 31, 2025, the Company held a 27.8% equity interest in ChinaAMC. The change in Other comprehensive income of positive $8.3 million in the three months ended

Table 22: Investment in Associates

($ millions)	March 31, 2025 Lifeco	ChinaAMC	Rockefeller	Northleaf	Other	Total	March 31, 2024 Lifeco	ChinaAMC	Rockefeller	Northleaf	Other	Total
Three months ended												
Carrying value, January 1	**$ 633.5**	**$ 2,030.1**	**$ 903.2**	**$ 353.5**	**$ 59.4**	**$ 3,979.7**	$ 589.3	$ 1,885.3	$ 844.8	$ 301.8	$ 38.0	$ 3,659.2
Additions	**–**	**–**	**–**	**11.0**	**–**	**11.0**	–	–	0.1	–	–	0.1
Dividends	**(13.5)**	**(66.0)**	**–**	**–**	**–**	**(79.5)**	(12.3)	(73.0)	–	(7.9)	–	(93.2)
Proportionate share of:												
Earnings (losses)[(1)(2)]	**20.5**	**30.6**	**(4.3)**	**8.4**	**0.6**	**55.8**	22.8	26.9	(4.4)	7.1	(0.7)	51.7
Other comprehensive income (loss) and other adjustments	**16.3**	**8.3**	**(1.2)**	**(3.3)**	**–**	**20.1**	(1.6)	3.8	19.0	–	–	21.2
Carrying value, March 31	**$ 656.8**	**$ 2,003.0**	**$ 897.7**	**$ 369.6**	**$ 60.0**	**$ 3,987.1**	$ 598.2	$ 1,843.0	$ 859.5	$ 301.0	$ 37.3	$ 3,639.0

(1) The proportionate share of earnings from the Company's investment in associates is recorded in either the Wealth Management, Asset Management or Corporate and Other segment. The proportionate share of Lifeco earnings includes Lifeco other items of ($4.0) million in the first quarter of 2025 compared to ($1.1) million in the first quarter of 2024.

(2) The Company's proportionate share of Northleaf's earnings, net of non-controlling interest, was $6.7 million in the three month period of 2025 compared to $5.7 million in 2024.

March 31, 2025, was due to a 0.4% appreciation of the Chinese yuan relative to the Canadian dollar.

ChinaAMC's total assets under management, excluding subsidiary assets under management, were RMB¥ 2,669.8 billion ($529.1 billion) at March 31, 2025, representing an increase of 8.3% (CAD 8.8%) from RMB¥ 2,464.5 billion ($486.2 billion) at December 31, 2024. Investment fund net flows, which exclude subsidiary and institutional assets under management, were RMB¥ 101.5 billion for the three month period ended March 31, 2025 (net flows obtained from Wind Information Co., Ltd.).

Rockefeller Capital Management

At March 31, 2025, the Company held a 20.5% equity interest in Rockefeller.

Rockefeller's client assets were USD $154.4 billion ($222.1 billion) at March 31, 2025, representing an increase of 2.1% (CAD 2.0%) from USD $151.2 billion ($217.7 billion) at December 31, 2024.

Northleaf Capital Group Ltd.

At March 31, 2025, the Company held a 49.9% voting interest and a 56% economic interest in Northleaf, net of Lifeco's Non-controlling interest.

Mackenzie and Lifeco have an obligation and right to purchase the remaining equity and voting interest in Northleaf beginning in the fourth quarter of 2025, and extending into future periods.

Additional consideration of up to $245.0 million may be payable in the fourth quarter of 2025, subject to Northleaf achieving exceptional growth in certain performance measures. As at March 31, 2025, the estimated fair value of the additional consideration was $51.0 million (December 31, 2024 – $40.0 million). The change in fair value of $11.0 million during the quarter was recorded as an adjustment to the cost of the Company's investment in Northleaf, of which $2.2 million was attributable to Non-controlling interest.

Northleaf's assets under management, including invested capital and uninvested commitments, were $32.7 billion as at March 31, 2025, representing an increase of $0.7 billion or 2.2% from $32.0 billion at December 31, 2024. The increase during the three month period was driven by $1.1 billion in new commitments, offset in part by a decrease of $0.4 billion related to return of capital.

Consolidated Liquidity and Capital Resources

Liquidity

Cash and cash equivalents totalled $772.2 million at March 31, 2025 compared to $910.3 million at December 31, 2024 and $500.1 million at March 31, 2024.

Client funds on deposit represents cash balances held by clients within their investment accounts and with the offset included in Client deposits.

Working capital, which consists of current assets less current liabilities, totalled $627.5 million at March 31, 2025, compared to $605.1 million at December 31, 2024 and $443.5 million at March 31, 2024 (Table 23).

Working capital, which includes unallocated capital, is utilized to:

- Finance ongoing operations, including the funding of sales commissions.
- Temporarily finance mortgages in its mortgage banking operations.
- Pay interest related to long-term debt.
- Maintain liquidity requirements for regulated entities.
- Pay quarterly dividends on its outstanding common shares.
- Finance common share repurchases and retirement of long-term debt.
- Capital investment in the business and business acquisitions.

IGM Financial continues to generate significant cash flows from its operations. Earnings before interest, taxes, depreciation and amortization before sales commissions (EBITDA before sales commissions), a non-IFRS measure (see Non-IFRS Financial Measures and Other Financial Measures), totalled $393.6 million for the first quarter of 2025 compared to $374.5 million for the first quarter of 2024 and $409.3 million for the fourth quarter of 2024. EBITDA before sales commissions excludes the impact of both commissions paid and commission amortization (Table 1).

Earnings before interest, taxes, depreciation and amortization after sales commissions (EBITDA after sales commissions), a non-IFRS measure (see Non-IFRS Financial Measures and Other Financial Measures), totalled $359.4 million in the first quarter of 2025 compared to $341.3 million in the first quarter of 2024 and $374.9 million in the fourth quarter of 2024. EBITDA after sales commissions excludes the impact of commission amortization (Table 1).

Refer to the Financial Risk section of this MD&A for information related to other sources of liquidity and to the Company's exposure to and management of liquidity and funding risk.

Cash Flows

Table 24 – Cash Flows is a summary of the Consolidated Statements of Cash Flows which forms part of the Interim Financial Statements for the quarter ended March 31, 2025. Cash and cash equivalents decreased by $138.1 million in the first quarter of 2025 compared to a decrease of $44.5 million in 2024.

Table 23: Working Capital

($ millions)	**2025 Mar. 31**	2024 Dec. 31	2024 Mar. 31
Current assets			
Cash and cash equivalents	**$ 772.2**	$ 910.3	$ 500.1
Client funds on deposit	**3,282.4**	3,723.7	3,023.2
Accounts receivable and other assets	**464.2**	364.7	477.6
Current portion of securitized mortgages and other	**951.6**	1,307.1	957.8
	5,470.4	6,305.8	4,958.7
Current liabilities			
Accounts and other payables	**688.9**	797.1	630.2
Client deposits	**3,269.9**	3,702.5	2,998.4
Current portion of obligations to securitization entities and other	**884.1**	1,201.1	886.6
	4,842.9	5,700.7	4,515.2
Working capital	**$ 627.5**	$ 605.1	$ 443.5

Table 24: Cash Flows

Three months ended *($ millions)*	**2025 Mar. 31**	2024 Mar. 31	Change
Operating activities			
Earnings before income taxes	**$ 305.0**	$ 292.1	4.4 %
Income taxes paid	**(102.8)**	(57.3)	(79.4)
Adjustments to determine net cash from operating activities	**(132.1)**	(102.9)	(28.4)
	70.1	131.9	(46.9)
Financing activities	**(191.1)**	(190.4)	(0.4)
Investing activities	**(17.1)**	14.0	N/M
Change in cash and cash equivalents	**(138.1)**	(44.5)	(210.3)
Cash and cash equivalents, beginning of period	**910.3**	544.6	67.2
Cash and cash equivalents, end of period	**$ 772.2**	$ 500.1	54.4 %

Adjustments to determine net cash from operating activities during the first quarter of 2025 compared to 2024 consist of non-cash operating activities offset by cash operating activities:

- Add-back of amortization of capitalized sales commissions offset by the deduction of capitalized sales commissions paid.
- Add-back of amortization of capital, intangible and other assets.
- Deduction of investment in associates' equity earnings offset by dividends received.
- Add-back of pension and other post-employment benefits offset by cash contributions.
- Changes in operating assets and liabilities and other.
- Deduction of restructuring provision cash payments.

Financing activities during the first quarter of 2025 compared to 2024 related to:

- An increase in obligations to securitization entities of $285.4 million and repayments of obligations to securitization entities of $284.9 million in 2025 compared to an increase in obligations to securitization entities of $256.4 million and repayments of obligations to securitization entities of $294.9 million in 2024.
- The purchase of 1,754,700 common shares in 2025 under IGM Financial's normal course issuer bid at a cost of $78.8 million compared to purchase of 340,000 common shares at a cost of $12.0 million in 2024.
- The payment of regular common share dividends which totalled $133.8 million in 2025, compared to $133.9 million in 2024.

Investing activities during the first quarter of 2025 compared to 2024 primarily related to:

- The purchases of other investments totalling $15.8 million and sales of other investments with proceeds of $16.0 million in 2025 compared to $22.9 million and $34.6 million, respectively, in 2024.
- An increase in loans of $389.7 million with repayments of loans and other of $393.1 million in 2025 compared to $246.6 million and $268.2 million, respectively, in 2024 primarily related to residential mortgages in the Company's mortgage banking operations.
- Net cash used in additions to intangible assets and other was $13.0 million in 2025 compared to $15.7 million in 2024.

Accumulated Other Comprehensive Income

Accumulated other comprehensive income totalled $1.1 billion at March 31, 2025, compared to $0.5 billion at March 31, 2024, as detailed in Table 25.

Other comprehensive income for Investment in associates in 2025 was primarily related to the foreign exchange translation related to the Company's investment in Lifeco.

Capital Resources

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 and shareholders' equity which totalled $10.3 billion at March 31, 2025,

Table 25: Accumulated Other Comprehensive Income (Loss)

($ millions)	Employee Benefits	Other Investments	Investment in Associates and Other	Total
2025				
Balance, January 1	**$ 34.1**	**$ 917.3**	**$ 118.7**	**$ 1,070.1**
Other comprehensive income (loss)	**(0.5)**	**13.2**	**20.7**	**33.4**
Balance, March 31	**$ 33.6**	**$ 930.5**	**$ 139.4**	**$ 1,103.5**
2024				
Balance, January 1	$ (14.0)	$ 394.0	$ (63.7)	$ 316.3
Other comprehensive income (loss)	27.4	97.8	23.1	148.3
Balance, March 31	$ 13.4	$ 491.8	$ (40.6)	$ 464.6

compared to $10.2 billion at December 31, 2024. 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.

The total outstanding long-term debt was $2.4 billion at March 31, 2025, unchanged from December 31, 2024. 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.

The Company purchased 1,754,700 common shares during the three months ended March 31, 2025 at a cost of $78.8 million under its Normal Course Issuer Bid (NCIB) (refer to Note 8 to the Interim Financial Statements).

The Company commenced an NCIB on December 23, 2024 to purchase for cancellation up to 5 million of its common shares. The program will be used to mitigate the dilutive effect of stock options issued under the Company's stock option plan and for other capital management purposes. The Company's previous NCIB expired on December 20, 2024 where the Company was authorized to purchase for cancellation up to 3 million of its common shares.

In connection with its NCIB, the Company has established an automatic securities purchase plan (ASPP) for its common shares. The ASPP provides standard instructions regarding how IGM Financial's common shares are to be purchased under the NCIB during certain pre-determined trading blackout periods, subject to pre-established parameters. Outside of these pre-determined trading blackout periods, purchases under the Company's NCIB will be completed based upon management's discretion.

Other activities in 2025 included the declaration of common share dividends of $133.2 million or $0.5625 per share. Changes in common share capital are reflected in the Consolidated Statements of Changes in Equity.

Standard & Poor's (S&P) current rating on the Company's senior unsecured debentures is "A" with a stable outlook. Morningstar DBRS current rating on the Company's senior unsecured debentures is "A (High)" with a stable rating trend.

Credit ratings are intended to provide investors with an independent measure of the credit quality of the securities of a company and are indicators of the likelihood of payment and the capacity of a company to meet its obligations in accordance with the terms of each obligation. Descriptions of the rating categories for each of the agencies set forth below have been obtained from the respective rating agencies' websites.

These ratings are not a recommendation to buy, sell or hold the securities of the Company and do not address market price or other factors that might determine suitability of a specific security for a particular investor. The ratings also may not reflect the potential impact of all risks on the value of securities and are subject to revision or withdrawal at any time by the rating organization.

The A rating assigned to IGM Financial's senior unsecured debentures by S&P is the sixth highest of the 22 ratings used for long-term debt. This rating indicates S&P's view that the Company's capacity to meet its financial commitment on the obligation is strong, but the obligation is somewhat more susceptible to the adverse effects of changes in circumstances and economic conditions than obligations in higher rated categories.

The A (High) rating assigned to IGM Financial's senior unsecured debentures by Morningstar DBRS is the fifth highest of the 22 ratings used for long-term debt. Under the Morningstar DBRS long-term rating scale, debt securities rated A (High) are of good credit quality and the capacity for the payment of financial obligations is substantial, but of lesser credit quality than AA. Entities in the A (High) category may be vulnerable to future events, but qualifying negative factors are considered manageable.

Financial Instruments

Table 26 presents the carrying amounts and fair values of financial assets and financial liabilities. The table 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, client funds on deposit, accounts and other receivables, certain other financial assets, accounts payable and accrued liabilities, client deposits, credit facility, and certain other financial liabilities.

Fair value is determined using the following methods and assumptions:

- Other investments 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 held for trading are valued using market interest rates for loans with similar credit risk and maturity, specifically lending rates offered to retail borrowers by financial institutions.
- Loans classified as amortized cost are valued by discounting the expected future cash flows at prevailing market yields.
- Valuation methods used for Other investments classified as FVTOCI include comparison to market transactions with arm's length third parties, use of market multiples, and discounted cash flow analysis.
- 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.
- Long-term debt is valued using quoted prices for each debenture available in the market.

Table 26: Financial Instruments

	March 31, 2025		December 31, 2024	
($ millions)	**Carrying Value**	**Fair Value**	Carrying Value	Fair Value
Financial assets recorded at fair value				
Other investments				
– FVTOCI	**$ 1,367.9**	**$ 1,367.9**	$ 1,350.4	$ 1,350.4
– FVTPL	**95.8**	**95.8**	118.1	118.1
Loans				
– FVTPL	**52.0**	**52.0**	–	–
Derivative financial instruments	**28.5**	**28.5**	36.0	36.0
Financial assets recorded at amortized cost				
Loans				
– Amortized cost	**5,414.8**	**5,474.0**	5,462.4	5,491.9
Financial liabilities recorded at fair value				
Derivative financial instruments	**26.7**	**26.7**	25.7	25.7
Financial liabilities recorded at amortized cost				
Obligations to securitization entities	**5,029.1**	**5,130.0**	5,024.9	5,098.4
Long-term debt	**2,400.0**	**2,507.8**	2,400.0	2,485.4

- 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.

See Note 13 of the Interim Financial Statements which provides additional discussion on the determination of fair value of financial instruments.

Although there were changes to both the carrying values and fair values of financial instruments, these changes did not have a material impact on the financial condition of the Company for the three months ended March 31, 2025.

Risk Management

IGM Financial is exposed to a variety of risks that are inherent in our business activities. Our ability to manage these risks is key to our ongoing success. The Company emphasizes a strong risk management culture and the implementation of an effective risk management approach. Our approach coordinates risk management across the organization and its business units and seeks to ensure prudent and measured risk-taking in order to achieve an appropriate balance between risk and return. Fundamental to our enterprise risk management program is protecting and enhancing our reputation.

Risk Management Framework

The Company's risk management approach is undertaken through our comprehensive Risk Management Framework which is composed of four core elements: risk governance, risk appetite, a defined risk management process, and risk management culture. The Risk Management Framework is approved by the Board of Directors.

Risk Governance

Our risk governance structure emphasizes ownership of risk management in each business unit and oversight by an Executive Risk Management Committee accountable to the Risk Committee of the Board (Risk Committee) and ultimately to the Board of Directors. Additional oversight is provided by the Risk, Compliance and Internal Audit functions.

The Risk Committee provides primary oversight and carries out its risk management mandate. The Risk Committee is responsible for assisting the Board in reviewing and overseeing the risk governance structure and risk management program of the Company by: i) ensuring that appropriate procedures are in place to identify and manage risks and establish risk appetite, ii) ensuring that appropriate policies, procedures and controls are implemented to manage risks, and iii) reviewing the risk management process on a regular basis to ensure that it is functioning effectively.

Other specific risks are managed with the support of the following Board committees:

- The Audit Committee has specific risk oversight responsibilities in relation to financial disclosure, internal controls and the control environment as well as our compliance activities, including administration of the Code of Conduct.
- The Human Resource Committee oversees human resources and talent practices and policies including compensation.
- The Governance and Nominating Committee oversees corporate governance practices.
- The Related Party and Conduct Review Committee oversees conflicts of interest.

Management oversight for risk management resides with the Executive Risk Management Committee which is comprised of the Chief Executive Officers of IGM Financial, IG Wealth Management and Mackenzie Investments, the Chief Financial Officer, the General Counsel, the Chief Operating Officer, the Chief Information Officer, the Chief Human Resources Officer, and the Chief Risk Officer, who reports to the Chief Executive Officer of IGM Financial. The committee is responsible for oversight of IGM Financial's risk management process by: i) establishing and maintaining the risk framework and policies; ii) defining the risk appetite; iii) ensuring our risk profile and processes are aligned with corporate strategy and risk appetite; and iv) establishing "tone at the top" and reinforcing a strong culture of risk management.

The Chief Executive Officers of the operating companies have overall responsibility for overseeing risk management of their respective companies.

The Company has assigned responsibility for risk management using the Three Lines of Defence model, with the First Line reflecting the business units having primary responsibility for risk management, supported by Second Line risk management functions and a Third Line (the Internal Audit function) providing assurance and validation of the design and effectiveness of the Risk Management Framework.

First Line of Defence

The leaders of the various business units and support functions have primary ownership and accountability for the ongoing risk management associated with their respective activities. Responsibilities of business unit and support function leaders include: i) executing and maintaining procedures for the identification, assessment, documentation and escalation of risks, ii) implementing control activities to mitigate risks, iii) identifying opportunities for risk reduction or transfer, and iv) aligning business and operational strategies with the risk culture and risk appetite of the organization as established by the Executive Risk Management Committee.

Second Line of Defence

The Risk function, overseen by the Chief Risk Officer, provides oversight, analysis and reporting to the Executive Risk Management Committee on the level of risks relative to the established risk appetite for all activities of the Company. Other responsibilities include: i) developing and maintaining the risk management program and framework, ii) managing the risk management process, and iii) providing guidance and training to business unit and support function leaders.

The Company has a number of committees of senior business leaders which provide oversight of specific business risks, including the Financial Risk Management and Operational Risk Management committees. These committees perform critical reviews of risk assessments, risk management practices and risk response plans developed by business units and support functions.

Other oversight accountabilities reside with the Company's Legal and Compliance functions which are responsible for ensuring compliance with policies, laws and regulations.

Third Line of Defence

The Internal Audit function is the third line of defence and provides independent assurance to senior management and the Board of Directors on the effectiveness of the Company's risk management policies, processes and practices.

Risk Appetite

The Company's appetite for different types of risk is established through the Risk Appetite Framework which is approved by the Board of Directors. Under the Risk Appetite Framework, one of four appetite levels is established for each risk type and business activity of the Company. These appetite levels range from those where the Company has no appetite for risk and seeks to minimize any losses, to those where the Company readily accepts exposure while seeking to ensure that risks are well understood and managed. These appetite levels guide our business units as they engage in business activities, and inform them in establishing policies, limits, controls and risk transfer activities.

The Risk Appetite Framework facilitates the alignment of business strategy with risk appetite, supports capital deployment assessments, and supports the identification, mitigation, and management of risks.

Risk Management Process

The Company's risk management process is designed to foster:

- Ongoing assessment of risks and tolerance in a changing operating environment.
- Appropriate identification and understanding of existing and emerging risks and risk response.
- Timely monitoring and escalation of risks based upon changing circumstances.

Significant risks that may adversely affect the Company's ability to achieve its strategic and business objectives are identified through the Company's ongoing risk management process.

We use a consistent methodology across our organizations and business units for identification and assessment of risks. Risks are assessed by evaluating the impact and likelihood of the potential risk event after consideration of controls and any risk transfer activities. The results of these assessments are considered relative to risk appetite and may result in action plans to adjust the risk profile.

Risk assessments are monitored and reviewed on an ongoing basis by business units and by oversight areas including the Risk function. The Risk function promotes and coordinates communication and consultation to support effective risk management and escalation. The Risk function regularly reports on the results of risk assessments and on the assessment process to the Executive Risk Management Committee and to the Risk Committee.

Risk Management Culture

Risk management is everyone's responsibility within the organization. The Risk function engages all business units in risk workshops to foster awareness and to incorporate our risk framework into business activities.

We have an established business planning process which reinforces our risk management culture. Our compensation programs are typically objectives-based, do not encourage or reward excessive or inappropriate risk taking, and often are aligned specifically with risk management objectives.

Our risk management program emphasizes integrity, ethical practices, responsible management and measured risk-taking with a long-term view. Our standards of integrity and ethics are reflected within our Code of Conduct which applies to directors, officers and employees.

Key Risks of the Business

Significant risks that may adversely affect our ability to achieve strategic and business objectives are identified through our ongoing risk management process.

Risks are identified based on our established methodology, considering factors both internal and external to the organization. These risks are broadly grouped into three categories: financial, operational, and strategic and business.

1) Financial Risk

This is the risk of financial loss related to AUM&A, liquidity and funding risk, credit risk, or market risk.

Risks Related to AUM&A

At March 31, 2025, IGM Financial's AUM&A were $275.0 billion compared to $270.4 billion at December 31, 2024. AUM&A Including SI were $503.6 billion at March 31, 2025 compared to $483.5 billion at December 31, 2024.

The Company's primary sources of revenues are advisory fees and asset management fees which are applied as an annual percentage of the level of AUM&A. AUM&A levels are impacted by both net sales and changes in the market.

Global markets by their nature are subject to uncertainty and a variety of risks. Movement in equity market prices, foreign exchange rates, real asset values, interest rates/credit spreads, or other asset values could cause the Company's AUM&A, revenue and earnings to decline. A general economic downturn, market volatility, client rebalancing, poor investment performance, or a lack of investor confidence could also lead to lower sales, higher redemption levels and lower AUM&A.

The Company believes that exposure to investment returns on its client portfolios is beneficial over the long term to financial results and consistent with stakeholder expectations, and therefore does not typically engage in risk transfer activities such as hedging in relation to these exposures.

The Company's exposure to market risk aligns with the experience of its clients. AUM are broadly diversified by asset class, geographic region, industry sector, investment team and style. The Company regularly reviews the sensitivity of its AUM, revenues, earnings and cash flow to changes in financial markets.

Table 27: IGM Financial AUM – Asset and Currency Mix

As at March 31, 2025	Investment Funds	Total
Cash	**2.8 %**	**3.7 %**
Short-term fixed income and mortgages	**2.9**	**3.1**
Other fixed income	**22.4**	**22.2**
Domestic equity	**19.9**	**24.1**
Foreign equity	**49.9**	**45.3**
Real Property	**2.1**	**1.6**
	100.0 %	**100.0 %**
CAD	**48.1 %**	**53.8 %**
USD	**36.8**	**32.8**
Other	**15.1**	**13.4**
	100.0 %	**100.0 %**

Domestic and foreign equity securities are exposed to equity price risk which may negatively impact AUM&A, revenues and earnings. Equity price risk can be classified into two categories: general equity risk and issuer-specific risk. The Company's internal and external fund managers reduce exposure to issuer-specific risks through diversification.

Fixed-income securities are exposed to interest rate risk. An increase in interest rates causes market prices of fixed-income securities to fall while a decrease in interest rates causes market prices to rise, thus impacting AUM&A, revenue and earnings.

Foreign currency denominated securities are exposed to foreign exchange risk. A depreciation in foreign currency versus the Canadian dollar will cause the Canadian value of securities to fall while an appreciation in foreign currency versus the Canadian dollar will cause the Canadian value of securities to rise, thus impacting AUM&A, revenue and earnings.

Liquidity and Funding Risk

This is the risk of an 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.

Our liquidity profile is structured to ensure we have sufficient liquidity to satisfy current and prospective requirements in both normal and stressed conditions. Our 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 and funding risks by an internal Financial Risk Management Committee.

A key funding requirement is the funding of advisor network compensation paid for the distribution of financial products and services. This compensation continues to be paid from operating cash flows.

The Company also maintains sufficient liquidity to fund and temporarily hold mortgages, which include HELOCs, pending sale or securitization to long-term funding sources and to manage any derivative collateral requirements. 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) including sales to Canada Housing Trust under the CMB Program. The Company maintains committed capacity within certain Canadian bank-sponsored securitization trusts. 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's continued ability to fund residential mortgages through Canadian bank-sponsored securitization trusts and NHA MBS is dependent on securitization market conditions and government regulations that are subject to change. A condition of the NHA MBS and CMB Program is that securitized loans be insured by an insurer that is approved by CMHC. The availability of mortgage insurance is dependent upon market conditions and is subject to change.

Table 28: Contractual Obligations

As at March 31, 2025 *($ millions)*	Demand	Less than 1 Year	1–5 Years	After 5 Years	Total
Derivative financial instruments	$ –	$ 9.3	$ 17.4	$ –	$ 26.7
Client deposits(1)	3,269.9	–	–	–	3,269.9
Obligations to securitization entities	–	1,275.2	3,742.1	11.8	5,029.1
Leases(2)	–	29.5	92.6	107.8	229.9
Long-term debt	–	–	525.0	1,875.0	2,400.0
Total contractual obligations	**$ 3,269.9**	**$ 1,314.0**	**$ 4,377.1**	**$ 1,994.6**	**$ 10,955.6**

(1) Client deposits due on demand are primarily offset by client funds held on deposit.
(2) Includes remaining lease payments related to office space and equipment used in the normal course of business.

The Company accesses the unsecured long-term debt markets for corporate purposes, and ensures a well-diversified maturity structure to manage associated funding risks.

The Company's contractual obligations are reflected in Table 28.

In addition to IGM Financial'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 $800 million at March 31, 2025, unchanged from December 31, 2024. The lines of credit at March 31, 2025 consisted of committed lines of $650 million and uncommitted lines of $150 million, unchanged from December 31, 2024. Any advances made by a bank under the uncommitted lines of credit are at the bank's sole discretion. As at March 31, 2025 and December 31, 2024, the Company was not utilizing its committed lines of credit or its uncommitted lines of credit.

Management believes cash flows from operations, available cash balances and other sources of liquidity are sufficient to meet the Company's liquidity needs. The Company continues to have the ability to meet its operational cash flow requirements, its contractual obligations, and its declared dividends. The current practice of the Company is to declare and pay dividends to common shareholders on a quarterly basis at the discretion of the Board of Directors. The declaration of dividends by the Board of Directors is dependent on a variety of factors, including earnings which are significantly influenced by the impact that market risk has on the Company's fee income and commission and certain other expenses. The Company's liquidity position and its management of liquidity and funding risk have not changed materially since December 31, 2024.

Credit Risk

This is the risk of financial loss to the Company if a counterparty to a transaction fails to meet its obligations.

The Company is exposed to credit risk through its cash and cash equivalents, client funds on deposit, mortgage portfolio, and use of over-the-counter derivatives. The Company monitors its credit risk management practices on an ongoing basis to evaluate their effectiveness.

Cash and Cash Equivalents and Client Funds on Deposit

At March 31, 2025, cash and cash equivalents of $772.2 million (December 31, 2024 – $910.3 million) consisted of cash balances of $596.1 million (December 31, 2024 – $545.0 million) primarily on deposit with Canadian chartered banks and cash equivalents of $176.1 million (December 31, 2024 – $365.3 million). Cash equivalents are comprised of Government of Canada treasury bills totalling $16.7 million (December 31, 2024 – $37.9 million), provincial government treasury bills and promissory notes of $141.9 million (December 31, 2024 – $289.5 million), and bank term deposits of $17.5 million (December 31, 2024 – $37.9 million).

The Company manages credit risk related to cash and cash equivalents by adhering to its corporate investment and counterparty credit risk management policies that outline 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.

The Company's exposure to and management of credit risk related to cash and cash equivalents and fixed income securities have not changed materially since December 31, 2024.

IG Wealth Management's client funds on deposit of $3.3 billion (December 31, 2024 – $3.7 billion) are held with Schedule I chartered banks and approximately 89% of the client deposits were insured by the Canada Deposit Insurance Corporation (CDIC) at March 31, 2025.

Mortgage Portfolio

At March 31, 2025, residential mortgages including HELOCs, recorded on the Company's balance sheet, of $5.5 billion (December 31, 2024 – $5.5 billion) consisted of $5.1 billion sold to securitization programs (December 31, 2024 – $5.1 billion), $402.3 million held pending sale or securitization (December 31, 2024 – $405.7 million) and $11.9 million related to the Company's intermediary operations (December 31, 2024 – $11.2 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 a network of Mortgage Advisors and IG Wealth Management advisors as part of a client's IG Living 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 $2.5 billion (December 31, 2024 – $2.5 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 $2.5 billion (December 31, 2024 – $2.6 billion) is limited to amounts held in cash reserve accounts and future net interest income, the fair values of which were $61.6 million (December 31, 2024 – $62.7 million) and $37.3 million (December 31, 2024 – $38.0 million), respectively, at March 31, 2025. 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.

At March 31, 2025, residential mortgages recorded on balance sheet were 49.2% insured (December 31, 2024 – 48.9%). At March 31, 2025, impaired mortgages on these portfolios were $3.9 million, compared to $3.5 million at December 31, 2024. Uninsured non-performing mortgages over 90 days on these portfolios were $2.1 million at March 31, 2025, unchanged from December 31, 2024.

The Company also retains certain elements of credit risk on mortgage loans sold to the IG Mackenzie Mortgage and Short-Term Income 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 allowance for expected credit losses.

The Company's allowance for expected credit losses was $0.8 million at March 31, 2025, unchanged from December 31, 2024, and is considered adequate by management to absorb all credit-related losses in the mortgage portfolios based on: i) historical credit performance experience, ii) recent trends in interest rates, iii) current portfolio credit metrics and other relevant characteristics, iv) our strong financial planning relationship with our clients, and v) stress testing of losses under adverse real estate market conditions.

The Company's exposure to and management of credit risk related to mortgage portfolios have not changed materially since December 31, 2024.

Derivatives

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 of this MD&A.

To the extent that the fair value of the derivatives is in a gain position, the Company is exposed to credit risk if its counterparties fail to fulfil their obligations under these arrangements.

The Company's derivative activities are managed in accordance with its Derivative 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 $31.1 million (December 31, 2024 – $40.4 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 $11.0 million at March 31, 2025 (December 31, 2024 – $20.6 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 March 31, 2025. Management of credit risk related to derivatives has not changed materially since December 31, 2024.

Additional information related to the Company's securitization activities and utilization of derivative contracts can be found in Note 6 to the Interim Financial Statements and Notes 2, 7, 8 and 24 to the Consolidated Financial Statements included in the 2024 IGM Financial Inc. Annual Report.

Market Risk

This is the risk of loss arising from changes in the values of the Company's financial instruments due to changes in interest rates, equity prices or foreign exchange rates.

Interest Rate Risk

IGM Financial is exposed to interest rate risk on its mortgage portfolio and on certain of the derivative financial instruments used in our 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 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 fair value of negative $9.0 million (December 31, 2024 – negative $3.6 million) and an outstanding notional amount of $0.3 billion at March 31, 2025 (December 31, 2024 – $0.3 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 fair value of these swaps totalled $3.3 million (December 31, 2024 – negative $4.3 million), on an outstanding notional amount of $1.4 billion at March 31, 2025 (December 31, 2024 – $1.4 billion). The net fair value of these swaps of negative $5.7 million at March 31, 2025 (December 31, 2024 – negative $7.9 million) is recorded on the balance sheet and has an outstanding notional amount of $1.7 billion (December 31, 2024 – $1.7 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. Hedge accounting is applied to the cost of funds on certain securitization activities. The effective portion of fair value changes of the associated interest rate swaps are initially recognized in Other comprehensive income and subsequently recognized in Wealth Management revenue over the term of the related Obligations to securitization entities. The fair value of these swaps was negative $1.0 million (December 31, 2024 – negative $1.1 million) on an outstanding notional amount of $80.0 million at March 31, 2025 (December 31, 2024 – $166.0 million).

As at March 31, 2025, the impact to annual net earnings of a 100 basis point increase in interest rates would have been a decrease of approximately $0.4 million (December 31, 2024 – increase of $0.5 million). The Company's exposure to and management of interest rate risk have not changed materially since December 31, 2024.

Equity Price Risk

IGM Financial is exposed to equity price risk on our equity investments which are classified as either FVTOCI or FVTPL, and on our investments in associates, which are accounted for using the equity method. The fair value of other investments was $1.5 billion at March 31, 2025 (December 31, 2024 – $1.5 billion), as shown in Table 20, and the carrying value of investment in associates was $4.0 billion at March 31, 2025 (December 31, 2024 – $4.0 billion).

The Company sponsors a number of deferred compensation arrangements 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

IGM Financial is exposed to foreign exchange risk on its investment in ChinaAMC and Rockefeller. Changes to the carrying value due to changes in foreign exchange rates are recognized in Other comprehensive income. As at March 31, 2025, a 5% appreciation (depreciation) in Canadian currency relative to foreign currencies would decrease (increase) the aggregate carrying value of foreign investments by approximately $136.2 million ($150.5 million).

The Company's proportionate share of ChinaAMC's and Rockefeller's earnings, recorded in Proportionate share of associates' earnings in the Consolidated Statements of Earnings, is also affected by changes in foreign exchange rates. For the period ended March 31, 2025, the impact to net earnings of a 5% appreciation (depreciation) in Canadian currency relative to foreign currencies would decrease (increase) the Company's proportionate share of associates' earnings by approximately $1.2 million ($1.4 million).

2) Operational Risk

This is the risk of financial loss, reputational damage or regulatory actions resulting from inadequate or failed internal processes or systems, human interaction or external events.

We are exposed to a broad range of operational risks, including information security and system failures, errors relating to transaction processing, financial models and valuations, failure of key third parties, fraud and misappropriation of assets, and inadequate application of internal control processes.

Operational risks relating to people and processes are mitigated through policies and process controls. Oversight of risks and ongoing evaluation of the effectiveness of controls is provided by the Company's Risk, Compliance, and Internal Audit functions.

The Company's insurance governance process includes oversight by the Insurance Steering Committee and senior executives. As part of this process, the nature and extent of the Company's insurance is regularly reviewed to ensure coverage remains appropriate and complies with relevant laws, regulations, and contractual agreements.

The business unit leaders are responsible for management of the day to day operational risks of their respective business units. Specific programs, policies, training, standards and governance processes have been developed to help manage operational risk.

Technology and Cyber Risk

This is the risk of failure or inappropriate usage of information and technology that enables business operations and strategies which may result in business disruption and missed opportunities.

Technology underpins our business operations and the client, employee and advisor experience. As a result, we are exposed to cyber security risks such as identity theft, compromise of technology systems and malicious software attacks. Globally, the volume of these activities has increased and could compromise confidential information of the Company and its clients or other stakeholders and result in other negative consequences including lost revenue, litigation, regulatory scrutiny or reputational damage. Our technology risk management policy provides a framework for managing technology risk, alongside enterprise-wide cyber security programs, benchmarking of capabilities to sound industry practices, and threat and vulnerability assessment and response capabilities, which together provide resiliency in addressing this risk.

Third Party Risk

This is the risk that exists due to the use of external parties to assist or wholly perform activities necessary to the operations and strategy of the business.

We regularly engage third parties to provide expertise and efficiencies that support our operational activities. Our exposure to third party risk could include reputational, regulatory and other operational risks. Policies, standard operating procedures and dedicated resources, including third party risk management, procurement and contract policies, have been developed and implemented to specifically address third party risk. We perform due diligence and monitoring activities before entering into contractual relationships with third parties and on an ongoing basis. As our reliance on third parties continues to grow, we continue to enhance resources and processes to support third party risk management.

Model Risk

This is the risk of financial loss or reputational harm resulting from conclusions and decisions based on incorrect or misused models.

We use a variety of models to assist in: the valuation of financial instruments, operational scenario testing, management of cash flows, capital management, and assessment of potential acquisitions. These models incorporate internal assumptions, observable market inputs and available market prices. Effective controls exist over the development, implementation and application of these models. However, changes in the internal assumptions or other factors affecting the models could have an adverse effect on the Company's consolidated financial position and reputation.

Legal and Regulatory Risk

This is the risk of not complying with laws, contractual agreements or regulatory requirements. These risks relate to regulation governing product distribution, investment management, accounting, reporting and communications.

The Company is subject to complex and changing legal, taxation and regulatory requirements, including the requirements of agencies of the federal, provincial and territorial governments in Canada which regulate the Company and its activities and including changes in foreign jurisdictions in which the Company or companies it invests in have operations. The Company and its subsidiaries are also subject to the requirements of a single self-regulatory organization, the Canadian Investment Regulatory Organization (CIRO). These and other regulatory bodies regularly adopt new laws, rules, regulations and policies that apply to the Company and its subsidiaries. These requirements include those that apply to IGM Financial as a publicly traded company and those that apply to the Company's subsidiaries based on the nature of their activities. They include regulations related to the management and provision of financial products and services, including securities, insurance and mortgages, and other activities carried on by the Company in the markets in which it operates. Regulatory standards affecting the Company and the financial services industry are significant and continually evolve. The Company and its subsidiaries are subject to reviews as part of the normal ongoing process of oversight by the various regulators.

Failure to comply with laws, rules or regulations could lead to regulatory sanctions and civil liability, and may have an adverse reputational or financial effect on the Company. The Company manages legal and regulatory risk through its efforts to promote a strong culture of compliance. The monitoring of regulatory developments and their impact on the Company is overseen by the Regulatory Initiatives Committee chaired by the General Counsel. The Company also continues to develop and maintain compliance policies, processes and oversight, including specific communications on compliance and legal matters, training, testing, monitoring and reporting. The Audit Committee of the Board receives regular reporting on compliance initiatives and issues.

The Company promotes a strong culture of ethics and integrity through its Code of Conduct approved by the Board of Directors, which outlines standards of conduct that apply to all IGM Financial directors, officers and employees. The Code of Conduct references many policies relating to the conduct of directors, officers and employees. Other corporate policies cover anti-money laundering and privacy. Training is provided on these policies on an annual basis. Individuals subject to the Code of Conduct attest annually that they understand the requirements and have complied with its provisions.

Privacy Risk

Privacy risk is the potential for access to, collection, use, transfer, disclosure and retention of personal information in contravention of applicable laws, regulations and/or ethical standards. We collect only the personal information that is necessary to provide our products and services to clients, and where we have consent to do so.

If we need to share personal information with third parties, we remain responsible for that information and protect it through contractual and other measures that commit the service providers to maintain levels of protection comparable to ours.

IGM Financial has established an enterprise Privacy Risk Management Framework to manage privacy risk. Our Chief Privacy Officer (CPO) leads and oversees our privacy program, partnering with cross-functional teams to develop and implement enterprise-wide policies, standards and controls regarding the handling and safeguarding of personal information. Ultimately reporting to the CPO, the enterprise privacy team works with front-line business units to address privacy matters.

Employees and advisors are required to complete mandatory privacy training at onboarding, and annually thereafter. The training includes our privacy obligations, privacy best practices, and how to prevent, handle and report privacy breaches, complaints and access to information requests.

Contingencies

The Company is subject to legal actions arising in the normal course of its business. In December 2018, a proposed class action was filed in the Ontario Superior Court against Mackenzie Financial Corporation (Mackenzie) which alleges that the company should not have paid mutual fund trailing commissions to order execution only dealers. This action was certified in January 2024. In August 2022, a second proposed class action concerning the same subject matter was filed against Mackenzie.

In late March 2023, the Company was notified by one of our third-party vendors, InvestorCOM Inc., that they were compromised due to a cybersecurity incident related to a technology supplier to InvestorCOM, GoAnywhere. The Company has notified impacted clients and offered credit monitoring at no cost to all clients. Four proposed class actions have been filed against Mackenzie concerning this incident.

Although it is difficult to predict the outcome of any such legal actions, based on current knowledge, 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.

People Risk

This risk refers to the potential inability to: attract or retain employees or Wealth Management advisors; have a diverse, equitable and inclusive workforce; provide development opportunities to achieve current and future business objectives; support employee wellbeing and engagement; and sustain ongoing personnel or business succession and/or transition plans.

We manage this risk through competitive compensation and benefit offerings, training and development programs, and periodic employee and advisor surveys.

We have a Diversity, Equity and Inclusion Strategy with the purpose of driving an inclusive, equitable and consistent experience for employees, Wealth Management advisors, and clients that supports our business objectives now and into the future. To achieve the desired outcomes, we focus on three pillars of action: raising awareness; improving inclusive leadership behaviours; and building external partnerships and community engagement.

We also have a Wellness Strategy to support our employees' wellbeing with a goal to ensure our employees are physically thriving, emotionally balanced, socially connected and financially secure.

Business Continuity Management

This is the risk that the organization cannot effectively recover and maintain critical business processes in the event of a disruption (internal, third-party, physical or natural circumstances) or respond to a crisis or emergency event.

A business continuity management program ensures the Company's critical processes function in the event of a business disruption.

The Company's crisis response plan outlines policies and procedures to address situations that could significantly impact the organization's reputation, brands or business operations. A crisis assessment team comprised of senior leadership is responsible for setting strategy, overseeing response and ensuring appropriate subject matter experts are engaged in scenario-dependent crisis response teams.

On a regular basis, the Company tests business continuity and disaster recovery plans as well as conducting crisis simulation exercises.

3) Strategic and Business Risk

This is the risk of potential adverse impacts resulting from factors in the external environment or related to the strategy or specific business activities of the Company.

General Business Conditions

This risk refers to the potential for unfavourable impacts on IGM Financial resulting from competitive or other external factors relating to the marketplace.

Global economic conditions, changes in financial markets, as well as inflation, could impact the labour and housing market and could potentially have a broader effect on investor confidence, income levels and savings. In addition, geopolitical risk, ongoing trade tensions, including tariffs (and the threat of increased tariffs) and other governmental actions (including retaliatory measures), and other factors can influence inflation, interest rates, global economic growth, and business conditions in markets in which the Company operates. Global markets are currently exposed to the heightened economic uncertainty related to tariffs and counter-tariffs introduced by several countries. These conditions could result in reduced sales of IGM Financial's products and services and/or result in investors redeeming their investments. These factors may also affect the level and volatility of financial markets and the value of the Company's AUM, as described more fully under the Risks Related to AUM&A section of this MD&A.

To manage this risk, the Company, across its operating subsidiaries, communicates with clients and underscores the importance of financial planning across economic cycles. The Company and the industry continue to take steps to educate Canadian investors on the merits of financial planning, diversification and long-term investing. In periods of volatility, Wealth Management advisors and independent financial advisors play a key role in assisting investors in maintaining perspective and focus on their long-term objectives.

Redemption rates for long-term funds are summarized in Table 29 and are discussed in the Wealth Management and the Asset Management Segment Operating Results sections of this MD&A.

Table 29: Twelve Month Trailing Redemption Rate for Long-term Funds

	2025 Mar. 31	2024 Mar. 31
IGM Financial Inc.		
IG Wealth Management	**12.1 %**	12.7 %
Mackenzie	**18.9 %**	18.2 %

Strategy Setting

This is the risk of failing to set or meet appropriate strategic objectives resulting in an impact on business performance.

IGM Financial believes in the importance of good corporate governance and the central role played by directors in the governance process. We believe that sound corporate governance is essential to the well-being of the Company and our shareholders.

Oversight of IGM Financial is performed by the Board of Directors directly and through its five committees. The Company's President and Chief Executive Officer has overall responsibility for management of the Company. The Company's activities are carried out principally by two operating companies – Investors Group Inc. and Mackenzie Financial Corporation – each of which are managed by a President and Chief Executive Officer. The Company also has a strategy execution oversight function and committee that reviews and approves strategic initiative business cases and oversees progress against our strategic priorities and objectives.

The President and Chief Executive Officer of the Company, in collaboration with the Board of Directors, is responsible each year to develop, review and update the Company's strategic plan. The strategic plan sets out both the annual and longer-term objectives for the Company in light of emerging opportunities and risks and with a view to the Company's sustained profitable growth and long-term value creation. The Board is responsible for approving the Company's overall business strategy. In carrying out this responsibility, the Board reviews the short-, medium- and long-term risks associated with the strategic plan, considers the strengths and potential weaknesses of trends and opportunities, and approves the Company's annual business, financial and capital management plans. A portion of each Board meeting is dedicated to discussion of strategic matters including receiving updates on the progress and implementation of the strategic plan.

Competitive Risk

Product / Service Offering

This risk refers to the potential for unfavourable impacts on IGM Financial resulting from inadequate product or service performance, quality or breadth.

IGM Financial, including its subsidiaries and strategic investments, operate in a highly competitive environment, competing with other financial service providers, investment managers and product and service types. Client development and retention can be influenced by a number of factors, including investment performance, products and services offered by competitors, relative service levels, relative pricing, product attributes, reputation and actions taken by competitors. This competition could have an adverse impact upon the Company's financial position and operating results. Please refer to The Competitive Landscape section of this MD&A for further discussion.

We provide Wealth Management advisors, independent financial advisors, as well as retail and institutional clients with a high level of service and support and a broad range of investment products, with a focus on building enduring relationships. The Company's subsidiaries also continually review their respective product and service offering and pricing to ensure competitiveness in the marketplace.

We strive to deliver strong investment performance on our products relative to benchmarks and peers. Poor investment performance relative to benchmarks or peers could reduce the level of AUM and sales and asset retention, as well as adversely impact our brands and reputation. Meaningful and/or sustained underperformance could affect the Company's results. Our objective is to cultivate investment processes and disciplines that give us a competitive advantage, and we do this by diversifying our AUM and product shelf by investment team, brand, asset class, mandate, style and geographic region. Our investment risk management policy also contains requirements aimed at addressing this risk.

Business / Client Relationships

This risk refers to the potential for unfavourable impacts on IGM Financial resulting from changes to key business or client relationships. These relationships primarily include IG Wealth Management clients and advisors, Mackenzie retail distribution, strategic and significant business partners, clients of Mackenzie funds, and sub-advisors and other product suppliers.

IG Wealth Management derives all of its investment fund sales, insurance sales, and mortgage and banking sales through its advisor network. IG Wealth Management advisors have regular direct contact with clients which can lead to a strong and personal client relationship based on the client's confidence in that individual advisor. The market for advisors is extremely competitive. The loss of a significant number of key advisors could lead to the loss of client accounts which could have an adverse effect on IG Wealth Management's results of operations and business prospects, as well as our culture and ability to attract key advisors. IG Wealth Management is focused on strengthening its distribution network of advisors and on responding to the complex financial needs of its clients by delivering a diverse range of products and services in the context of personalized financial advice.

Mackenzie derives the majority of its mutual fund sales through third party financial advisors. Financial advisors generally offer their clients investment products in addition to, and in competition with Mackenzie. Mackenzie also derives sales of its investment products and services from its strategic alliance and institutional clients. Due to the nature of the distribution relationship in these relationships and the relative size of these accounts, gross sale and redemption activity can be more pronounced in these accounts than in a retail relationship. Mackenzie's ability to market its investment products is highly dependent on continued access to these distribution networks. Lack of access could have a material adverse effect on Mackenzie's operating results and business prospects. Mackenzie is well positioned to manage this risk and to continue to build and enhance its distribution relationships. Mackenzie's diverse portfolio of financial products and its long-term investment performance record, marketing, educational and service support has made Mackenzie one of Canada's leading investment management companies. These factors are discussed further in the Asset Management Review of the Business section of this MD&A.

Regulatory Development Risk

This is the potential for changes to regulatory, legal, or tax requirements that may have an adverse impact on the Company's business activities or financial results.

We are exposed to the risk of changes in laws, taxation and regulation that could have an adverse impact on the Company, including changes in foreign jurisdictions in which the Company or companies it invests in have operations. Particular regulatory initiatives may have the effect of making the products of the Company's subsidiaries appear to be less competitive than the products of other financial service providers, to third party distribution channels and to clients. Regulatory differences that may impact the competitiveness of the Company's products include regulatory costs, tax treatment, disclosure requirements, transaction processes or other differences that may be as a result of differing regulation or application of regulation. Regulatory developments may also impact product structures, pricing, and dealer and advisor compensation. While the Company and its subsidiaries actively monitor such initiatives, and where feasible comment upon or discuss them with regulators, the ability of the Company and its subsidiaries to mitigate the imposition of differential regulatory treatment of financial products or services is limited.

The Company continuously monitors regulatory developments, guidance and communications.

Acquisition Risk

This risk refers to the potential that desired objectives are not attained from the Company's acquisitions and strategic investments. The Company undertakes thorough due diligence prior to completing an acquisition, but there is no assurance that the Company will achieve the expected strategic objectives or cost and revenue synergies subsequent to an acquisition. Subsequent changes in the economic environment and other unanticipated factors may affect the Company's ability to achieve expected earnings growth or expense reductions. The success of an acquisition and of the Company's strategic investments is dependent on retaining AUM, clients, and key employees of an acquired company.

Natural or Human Caused Disasters

This is the risk that events such as earthquakes, floods, fire, tornadoes, pandemics, or terrorism could adversely affect the Company's financial performance.

Catastrophic events can cause economic uncertainty, affect investor confidence, income levels and financial planning decisions. This could affect the level and volatility of financial markets and the level of the Company's AUM&A. The Company has an insurance review process where it assesses and determines the nature and extent of insurance that is appropriate to provide adequate protection against unexpected losses, and where it is required by law, regulators or contractual agreements.

Environmental and Social Risk

This is the potential for financial loss or other unfavourable impacts resulting from the Company's inability to manage or respond to changing environmental or social (E&S) issues connected to our business operations, investment activities, meeting our sustainability commitments, and increasingly for regulatory compliance. We recognize that E&S risks can be within our operations or impact stakeholders along our supply chain, including clients, investee companies and suppliers.

The regulatory landscape for sustainability and climate-related matters is rapidly evolving. In December 2024, the Canadian Sustainability Standards Board (CSSB) released its final voluntary Canadian Sustainability Disclosure Standards, mostly aligned to those of the International Sustainability Standards Board (ISSB). In April 2025, the Canadian Securities Administrators announced it was pausing its work related to mandatory climate-related disclosure rules, while also highlighting that existing legislation already requires issuers to disclose material climate-related risks affecting their business in the same way issuers are required to disclose other types of material information.

Given the diverse perspectives of our stakeholders and communities on environmental and social (E&S) issues, our actions or inactions in managing these matters may be viewed unfavorably by some. This could potentially elevate our E&S risks.

Environmental risks include issues such as climate change, biodiversity and land use, pollution, waste, and the unsustainable use of energy, water and other resources. Social risks include issues such as human rights; labour standards; diversity, equity and inclusion; Indigenous reconciliation; and community impacts.

IG Wealth Management and Mackenzie Investments, and their investment sub-advisors, are signatories to the Principles for Responsible Investment (PRI). Under the PRI, investors formally commit to incorporate environmental, social and governance (ESG) issues into their investment decision making and active ownership processes. In addition, our operating companies have implemented Sustainable Investment Policies outlining the practices at each company.

IGM Financial reports annually on sustainability management and performance in its Sustainability Report available on our website and is a long-standing participant in the CDP (formerly Carbon Disclosure Project), which promotes corporate disclosures on greenhouse gas emissions and climate change management including setting and monitoring emission reduction targets. These disclosures are informed by internationally recognized standards and frameworks such as the Task Force on Climate-related Financial Disclosures (TCFD), The Sustainability Accounting Standards Board (SASB), and the Global Reporting Initiative (GRI).

Governance

Our Board is responsible for providing oversight on risk and strategy, which includes sustainability and climate-related matters. The Board meets with management at least annually to discuss plans and emerging ESG issues.

Through its Risk Committee, the Board is responsible for ensuring that material ESG and climate-related risks are appropriately identified, managed and monitored. Its responsibilities include ensuring that appropriate procedures are in place to identify and manage E&S risks and establish risk tolerances; ensuring that appropriate policies, procedures and controls are implemented to manage risks; and reviewing the risk management process on a regular basis to confirm that it is functioning effectively.

Senior management at each of our operating companies have primary ownership and accountability for the ongoing E&S risk and opportunity management associated with their respective activities. The Company's Executive Risk Management Committee is responsible for oversight of the risk management process, including E&S risks. The Executive Sustainability Committee is responsible for ensuring central management governance for sustainability across IGM, including policy and strategy, goals and targets, measuring progress, and reviewing public reports and disclosures. Our Chief Risk Officer oversees implementation of the Corporate Sustainability and Risk Management programs, reporting into the President and Chief Executive Officer. The Chief Financial Officer is responsible for financial reporting including oversight for any future sustainability-related financial disclosures.

Other management committees and working groups also oversee E&S-related governance across the Company.

Climate Risk

Strategy

Climate-related risks and opportunities are identified and assessed within IGM Financial through our business planning processes which define our strategic priorities, initiatives and budgets.

We are focused on meeting growing demand for sustainable investing and the opportunity to invest in the transition to a net-zero economy. We are also increasing our focus on educating and communicating with clients and advisors on sustainable investing and climate change.

As such, IGM Financial's updated Sustainability Strategy highlights Action on Climate as one of the 3 focus areas. Through IGM Financial's wealth and asset management businesses, this strategy focuses on investing in long-term climate solutions to support a low carbon future.

Our operating companies are active participants in collaborative industry groups that support our climate commitments by engaging companies on improving climate change governance, reducing emissions and strengthening climate-related financial disclosures.

At Mackenzie Investments, sustainable investing is an area of strategic emphasis, and we have established a dedicated team within Mackenzie's Sustainability Centre of Excellence who bring focus to ESG and climate within asset management. Mackenzie has expanded its suite of funds investing to directly support the transition to a low-carbon economy through its acquisition of Greenchip, an investment boutique which is exclusively focused on thematic investing to combat climate change; Northleaf Capital Partners, a private equity investment firm that holds renewable energy infrastructure investments; the launch of the Betterworld team in 2021, that invests in companies making a positive impact on the people and the planet, and funds prioritizing sustainability and ESG-labelled debt, including green bonds.

IG Wealth Management has integrated environmental and climate issues into its sub-advisory selection and oversight processes, and product development strategy. In 2021, IG Wealth Management launched its Climate Action Portfolios, a suite of four diversified managed solutions which aim to provide clients with the opportunity to support and benefit from the global transition to net zero emissions.

We have implemented tools for our investment funds to enhance our quantitative assessment of climate risks and opportunities by analyzing emissions and other climate-related information at the investee company, asset class and portfolio levels. This system enables us to model potential transition pathways and track our portfolios against the goal of limiting global warming to 2°C above pre-industrial levels and examine the adequacy of emissions reductions over time in meeting the goals of the Paris Agreement. We are exploring scenario analysis tools with external data providers to support us in our efforts to run climate-related scenario analysis across our business.

Risk Management

Climate risk is captured under strategic and business risks, but we recognize the relationship of climate risk to other risks.

Our climate risks relate primarily to the potential for physical or transition risks to: negatively affect the performance of our clients' investments, resulting in reduced fee revenue; harm our reputation; create market risks through shifts in product demand; or lead to new regulatory, legal or disclosure requirements that could affect our business. Diversification within and across our investment portfolios aids in managing exposure to any one company, sector or geographic region that might be exposed to climate-related risks. We are also exposed to the impact of extreme weather events on our corporate properties which could lead to business disruption, and on the valuations of investment properties and client mortgages, which if not addressed proactively, could affect financial performance and the ability to use the assets long-term.

Our operating companies are committed to sustainable investing programs and policies that include a focus on climate risk.

We provide data and tools for our investment teams to carry out current and forward-looking climate analysis and we integrate material climate risks into our investment and oversight processes for investment management sub-advisors. As part of the hiring process and ongoing assessment of sub-advisors, our teams request information about how ESG, including climate risks and opportunities, is resourced, what processes and tools are used, metrics and targets, and how strategy and governance are influenced. As we continue to develop our climate-related financial disclosures, we are devoting increased resources to areas such as training, analysis, metrics, target-setting, strategy planning and working with collaborative organizations.

At Mackenzie Investments, each boutique investment team is responsible for determining when and how climate transition and physical risks are material, and for incorporating these risks into their investment process. We have focused on developing resources and tools to assess climate-related risks and opportunities for our Mackenzie managed equity portfolios. Through these tools we can assess historical greenhouse gas emissions data and portfolio temperature alignment to identify the highest emitters and inform engagement activities with companies facing transition risks. At IG Wealth Management, management evaluates the sustainable investing practices of investment manager sub-advisors, including the integration of climate risks into their investment and active ownership practice.

To maximize stewardship efforts, engagement at Mackenzie is undertaken through direct conversations between portfolio managers and companies/issuers; through Mackenzie firm-wide engagements; and through collaborations with peers on initiatives where the collective investor voice has more influence. At IG Wealth Management, investment management sub-advisors including Mackenzie are responsible for engagement activities and IG Wealth Management monitors their practices as part of regular due diligence and oversight.

Mackenzie Investments is a founding participant in Climate Engagement Canada and participates in CERES' Investor Network on Climate Risk. Both Mackenzie and IG Wealth Management joined Climate Action 100+ and became founding signatories to the Canadian Investor Statement on Climate Change.

Metrics and Targets

We set, monitor and report on climate change-related metrics and targets annually in our CDP response, our IGM Sustainability Report and our Mackenzie Investments Sustainable Investing report which are available on our websites. At Mackenzie, each boutique investment team is responsible for integrating ESG into its investment process, including determining appropriate GHG emissions and other metrics to assess climate-related risks and opportunities in investment strategies. The teams have access to ESG data tools and metrics to support their assessment.

We currently report Scope 1, 2 and 3 GHG emissions, where possible, including a portion of our Scope 3 investment emissions and weighted average carbon intensity. We are continuing to expand and enhance our measurement and reporting of emissions related to our investment portfolios as tools and information improves.

The Financial Services Environment

Canadians held $6.7 trillion in discretionary financial assets with financial institutions at December 31, 2023 based on the most recent report from Investor Economics. The nature of holdings was diverse, ranging from demand deposits held for short-term cash management purposes to longer-term investments held for retirement purposes. Approximately 60% ($4.0 trillion) of these financial assets are held within the context of a relationship with a financial advisor, and this is the primary channel serving the longer-term savings needs of Canadians. Of the $2.4 trillion held outside of a financial advisory relationship, approximately 61% consisted of bank deposits.

Financial advisors represent the primary distribution channel for IGM Financial's products and services, and the core emphasis of our business model is to support these financial advisors as they work with clients to plan for and achieve their financial goals. Multiple sources of research show significantly better financial outcomes for Canadians who use financial advisors compared to those who do not. We actively promote the value of financial advice and the importance of a relationship with an advisor to develop and remain focused on long-term financial plans and goals.

Approximately 36% of Canadian discretionary financial assets or $2.4 trillion resided in investment funds at December 31, 2023, making it the largest financial asset class held by Canadians. Other asset types include deposit products and direct securities such as stocks and bonds. Approximately 74% of investment funds are comprised of mutual fund products, with other product categories including segregated funds, hedge funds, pooled funds, closed end funds and exchange traded funds. With $195 billion in investment fund AUM at March 31, 2025, IGM Financial is among the country's largest investment fund managers. We believe that investment funds are likely to remain the preferred savings vehicle of Canadians. They offer the benefits of diversification, professional management, flexibility and convenience, and are available in a broad range of mandates and structures to meet most investor requirements and preferences.

Traditional distinctions between bank branches, full-service brokerages, financial planning firms and insurance agent sales forces have become obscured as many of these financial service providers strive to offer comprehensive financial advice implemented through access to a broad product shelf. Accordingly, the Canadian financial services industry is characterized by a number of large, diversified, vertically-integrated participants, similar to IGM Financial, that offer both financial planning and investment management services.

Canadian banks distribute financial products and services through their traditional bank branches, as well as through their full service and discount brokerage subsidiaries. Bank branches continue to place increased emphasis on both financial planning and mutual funds. In addition, each of the "big six" banks has one or more mutual fund management subsidiaries. Collectively, mutual fund assets of the "big six" bank-owned mutual fund managers and affiliated firms represented 47% of total industry long-term mutual fund assets at March 31, 2025.

The Canadian mutual fund industry continues to be very concentrated, with the 10 largest firms and their subsidiaries representing 72% of industry long-term mutual fund assets and 72% of total mutual fund AUM at March 31, 2025. We anticipate continuing consolidation in this segment of the industry as smaller participants are acquired by larger organizations.

We believe that the financial services industry will continue to be influenced by the following trends:

- Shifting demographics as the number of Canadians in their prime savings and retirement years continues to increase.
- Changes in investor attitudes based on economic conditions.
- Continued importance of the role of the financial advisor.
- Public policy related to retirement savings.
- Changes in the regulatory environment.
- A highly competitive landscape.
- Advancing and changing technology.

The Competitive Landscape

IGM Financial's Wealth Management segment competes directly with other retail financial service providers in the advice segment, including other financial planning firms, as well as full service brokerages, banks and insurance companies. Its Asset Management segment competes directly with other investment managers for AUM. Our products compete with stocks, bonds and other asset classes for a share of clients' investment assets.

Competition from other financial service providers, alternative product types or delivery channels, and changes in regulations or public preferences could impact the characteristics of our product and service offerings, including pricing, product structures, dealer and advisor compensation and disclosure. We monitor developments on an ongoing basis, and engage in policy discussions and develop product and service responses as appropriate.

IGM Financial continues to focus on our commitment to provide quality investment advice and financial products, service innovations, effective and responsible management of the Company and long-term value for our clients and shareholders. This includes efforts to modernize our digital platforms and technology infrastructure to enhance operations, achieve efficiencies and improve the service experience for our clients. We believe that IGM Financial is well-positioned to meet competitive challenges and capitalize on future growth opportunities.

Our competitive strength includes:

- Broad and diversified distribution through more than 35,000 financial advisors, with an emphasis on comprehensive financial planning.
- Broad product capabilities, leading brands and quality sub-advisory relationships.
- Enduring client relationships and the long-standing heritages and cultures of its subsidiaries.
- Benefits of being part of the Power Corporation group of companies.

Broad and Diversified Distribution

In addition to owning one of Canada's largest financial planning organizations, IG Wealth Management, IGM Financial has, through Mackenzie, access to distribution through over 30,000 independent financial advisors. Mackenzie also, in its growing strategic alliance business, partners with global manufacturing and distribution entities to provide investment management services.

Broad Product Capabilities

Our subsidiaries continue to develop and launch innovative products and strategic investment planning tools to assist advisors in building optimized portfolios for clients.

Enduring Client Relationships

IGM Financial enjoys significant advantages as a result of the enduring relationships that advisors have developed with clients. In addition, our subsidiaries have strong heritages and cultures which are challenging for competitors to replicate.

Part of the Power Corporation Group of Companies

As part of the Power Corporation group of companies, IGM Financial benefits through expense savings from shared service arrangements, as well as through access to distribution, products and capital.

Critical Accounting Estimates and Policies

Summary of Critical Accounting Estimates

There were no changes to the Company's assumptions related to critical accounting estimates from those reported at December 31, 2024.

Changes in Accounting Policies

IGM Financial has not adopted any changes in accounting policies in 2025.

Future Accounting Changes

The Company continuously monitors the 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.

The IASB is currently undertaking a number of projects which will result in changes to existing IFRS standards that may affect the Company. Updates will be provided as the projects develop.

Internal Control Over Financial Reporting

During the first quarter of 2025, there have been no changes in the Company's internal control over financial reporting that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

Other Information

Transactions with Related Parties

There were no changes to the types of related party transactions from those reported at December 31, 2024. For further information on transactions involving related parties, see Notes 3, 10 and 28 to the Company's Consolidated Financial Statements included in the 2024 IGM Financial Inc. Annual Report.

Outstanding Share Data

Outstanding common shares of IGM Financial as at March 31, 2025 totalled 236,813,464. Outstanding stock options as at March 31, 2025 totalled 7,874,094 of which 4,944,165 were exercisable. As at April 30, 2025, outstanding common shares totalled 236,552,646 and outstanding stock options totalled 7,864,763 of which 4,936,083 were exercisable.

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Additional information relating to IGM Financial, including the Company's most recent financial statements and Annual Information Form, is available at www.sedarplus.ca.