



News Release

IGM FINANCIAL INC. ANNOUNCES APRIL 2017 INVESTMENT FUND SALES AND TOTAL ASSETS UNDER MANAGEMENT

Winnipeg – May 2, 2017: IGM Financial Inc. (IGM) (TSX: IGM) today reported preliminary total investment fund net new money in April of \$168.8 million as shown in Table 1. Total assets under management were \$149.7 billion at April 30, 2017, compared with \$147.1 billion at March 31, 2017 and \$132.8 billion at April 30, 2016. Investment fund assets under management were \$144.3 billion at April 30, 2017, compared with \$141.7 billion at March 31, 2017 and \$127.0 billion at April 30, 2016. Assets under management are shown in Table 2.

Table 1 - Net New Money
Month ended April 30, 2017
(\$ millions) (unaudited)

	Investors Group	Mackenzie	Counsel	IGM Financial
Mutual Funds				
Gross Sales	\$686.2	\$609.1	\$51.5	\$1,346.8
Net New Money	\$71.9	\$89.3	(\$15.9)	\$145.3
ETFs				
Net New Money		\$206.5		\$206.5
Consolidated				
Net New Money	\$71.9	\$112.8 ¹	(\$15.9)	\$168.8

¹Excludes \$183.0 million in Exchange traded fund (“ETF”) net new money related to Mackenzie Mutual funds.

**Mutual Fund Net New Money is defined as Gross Sales less Gross Redemptions and is consistent with the terminology used by The Investment Funds Institute of Canada (IFIC). Total Net New Money includes ETF net creations.*

Table 2 - Assets under Management

(\$ billions) (unaudited)	April 2017	March 2017	April 2016	% Change Last Month	% Change YOY
Total Assets under Management²	\$149.69	\$147.06	\$132.84	1.8	12.7
Investment Funds Assets under Management	\$144.29	\$141.65	\$127.03	1.9	13.6
Investors Group					
Mutual Funds	\$85.27	\$83.90	\$75.23	1.6	13.3
Sub-advisory, institutional and other	\$0.57	\$0.54	\$0.43	5.6	32.6
Total IG	\$85.84	\$84.44	\$75.66	1.7	13.5
Mackenzie					
Mutual Funds	\$54.07	\$52.94	\$47.55	2.1	13.7
ETFs	\$0.45	\$0.23	\$0.03	95.7	N/M
Investment Funds ³	\$54.26	\$53.10	\$47.58	2.2	14.0
Sub-advisory, institutional and other	\$13.35	\$13.21	\$12.66	1.1	5.5
Total Mackenzie	\$67.61	\$66.31	\$60.24	2.0	12.2
Counsel					
Mutual Funds	\$4.76	\$4.65	\$4.22	2.4	12.8

²Excludes assets managed by Mackenzie on behalf of Investors Group and Investment Planning Counsel. These assets had a value of \$8.5 billion at April 30, 2017 (\$8.3 billion at March 31, 2017 and \$7.3 billion at April 30, 2016).

³Mackenzie investment funds total assets under management exclude Mackenzie mutual fund investment in ETFs of \$256.2 million as at April 30, 2017 and \$69.2 million as at March 31, 2017.

Preliminary average investment fund assets under management and average total assets under management for the quarter to date are set out in Table 3.

Table 3 - Average Assets under Management⁴
(\$ billions) (unaudited)

	<u>Quarter to Date</u>
Total Average Assets under Management⁵	\$148.01
Investment Funds Average Assets under Management	\$142.60
Investors Group	
Mutual Funds	\$84.48
Sub-advisory, institutional and other	\$0.56
Total Investors Group	<u>\$85.04</u>
Mackenzie	
Mutual Funds	\$53.26
ETFs	\$0.28
Investment Funds ⁶	\$53.43
Sub-advisory, institutional and other	\$13.28
Total Mackenzie	<u>\$66.71</u>
Counsel	
Mutual Funds	\$4.69

⁴Based on daily average investment fund assets and month-end average institutional, sub-advisory and other assets.

⁵Excludes average assets of \$8.4 billion managed by Mackenzie on behalf of Investors Group and Investment Planning Counsel.

⁶Mackenzie investment funds total assets under management exclude Mackenzie mutual fund investment in ETFs of \$103.6 million as at April 30, 2017.

IGM Financial Inc. is one of Canada's premier personal financial services companies, and one of the country's largest managers and distributors of mutual funds and other managed asset products, with approximately \$150 billion in total assets under management. Its activities are carried out principally through Investors Group, Mackenzie Investments and Investment Planning Counsel.

A MEMBER OF THE POWER FINANCIAL CORPORATION GROUP OF COMPANIES.

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