



News Release

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

Winnipeg – August 2, 2017: IGM Financial Inc. (IGM) (TSX: IGM) today reported preliminary total investment fund net new money in July of \$410.4 million as shown in Table 1. Total assets under management were \$147.1 billion at July 31, 2017, compared with \$148.2 billion at June 30, 2017 and \$139.0 billion at July 31, 2016. Investment fund assets under management were \$141.7 billion at July 31, 2017, compared with \$142.9 billion at June 30, 2017 and \$132.4 billion at July 31, 2016. Assets under management are shown in Table 2.

Table 1 - Net New Money
Month ended July 31, 2017
(\$ millions) (unaudited)

	Investors Group	Mackenzie	Counsel	IGM Financial ¹
Mutual Funds				
Gross Sales	\$706.3	\$659.9	\$47.2	\$1,411.3
Net New Money	\$124.3	\$184.2	(\$2.2)	\$306.1
ETFs				
Net New Money		\$124.9		\$124.9
Consolidated				
Net New Money	\$124.3	\$288.5 ²	(\$2.2)	\$410.4

¹ Excludes \$2.1 million and \$0.2 million respectively in Gross Sales and Net New Money of Mackenzie mutual funds by Investors Group mutual funds.

² Excludes \$20.6 million in net new money of exchange traded funds ("ETF") by 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)	July 2017	June 2017	July 2016	% Change Last Month	% Change YOY
Total Assets under Management³	\$147.11	\$148.20	\$139.01	(0.7)	5.8
Investment Funds⁴					
Assets under Management	\$141.66	\$142.85	\$132.38	(0.8)	7.0
Investors Group					
Mutual Funds	\$83.63	\$ 84.30	\$78.24	(0.8)	6.9
Sub-advisory, institutional and other	\$0.57	\$0.57	\$0.47	-	21.3
Total IG	\$84.20	\$84.87	\$78.71	(0.8)	7.0
Mackenzie					
Mutual Funds	\$53.03	\$53.62	\$49.66	(1.1)	6.8
ETFs	\$0.74	\$0.62	\$0.04	19.4	N/M
Investment Funds ⁵	\$53.47	\$53.96	\$49.70	(0.9)	7.6
Sub-advisory, institutional and other	\$14.58	\$14.59	\$13.89	(0.1)	5.0
Total Mackenzie	\$68.05	\$68.55	\$63.59	(0.7)	7.0
Counsel					
Mutual Funds	\$4.66	\$4.69	\$4.44	(0.6)	5.0

³Excludes assets managed by Mackenzie on behalf of Investors Group and Investment Planning Counsel. These assets had a value of \$9.7 billion at July 31, 2017 (\$9.8 billion at June 30, 2017 and \$7.7 billion at July 31, 2016).

⁴Excludes assets in accounts invested in Mackenzie Financial Corporation mutual funds held by Investors Group. These assets had a value of \$103.9 million at July 31, 2017 (\$105.0 million at June 30, 2017).

⁵Mackenzie investment funds total assets under management exclude Mackenzie mutual fund investment in ETF's of \$300.6 million as at July 31, 2017 and \$281.6 million as at June 30, 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 Management⁶
(\$ billions) (unaudited)**

	<u>Quarter to Date</u>
Total Average Assets under Management⁷	\$147.58
Investment Funds Average Assets under Management⁸	\$142.18
Investors Group	
Mutual Funds	\$83.93
Sub-advisory, institutional and other	\$0.57
Total Investors Group	<u>\$84.50</u>
Mackenzie	
Mutual Funds	\$53.28
ETFs	\$0.67
Investment Funds ⁹	\$53.68
Sub-advisory, institutional and other	\$14.59
Total Mackenzie	<u>\$68.27</u>
Counsel	
Mutual Funds	\$4.68

⁶Based on daily average investment fund assets and month-end average institutional, sub-advisory and other assets.

⁷Excludes average assets of \$9.8 billion managed by Mackenzie on behalf of Investors Group and Investment Planning Counsel.

⁸Excludes average assets of \$106.7 million in accounts invested in Mackenzie Financial Corporation mutual funds held by Investors Group.

⁹Mackenzie investment funds total assets under management exclude Mackenzie mutual fund investment in ETFs of \$271.3 million as at July 31, 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 over \$147 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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