

**IGM FINANCIAL INC. ANNOUNCES APRIL 2020  
INVESTMENT FUND SALES AND TOTAL ASSETS UNDER MANAGEMENT AND  
IG WEALTH MANAGEMENT ASSETS UNDER ADMINISTRATION AND CLIENT NET FLOWS**

**Winnipeg – May 4, 2020:** IGM Financial Inc. (IGM) (TSX: IGM) today reported preliminary total investment fund net new money of \$98.4 million as shown in Table 1. Investment fund assets under management were \$152.2 billion at April 30, 2020, compared with \$143.2 billion at March 31, 2020 and \$157.4 billion at April 30, 2019. Total assets under management were \$159.4 billion at April 30, 2020, compared with \$147.5 billion at March 31, 2020 and \$163.5 billion at April 30, 2019. Assets under management are shown in Table 2.

Investment fund net new money includes gross sales of \$1.5 billion and net inflows of \$98.4 million compared to gross sales of \$1.5 billion and net outflows of \$274.4 million in April 2019.

IG Wealth Management reported preliminary assets under administration of \$91.6 billion at April 30, 2020 compared to \$85.9 billion at March 31, 2020 and \$94.8 billion at April 30, 2019. Net client outflows were \$35.7 million during April 2020 compared to net client outflows of \$240.3 million in April 2019.

Mackenzie Investments reported preliminary assets under management of \$70.0 billion at April 30, 2020 compared to \$63.1 billion at March 31, 2020 and \$69.0 billion at April 30, 2019. Investment fund net inflows of \$212.9 million in April 2020 compared to net outflows of \$2.5 million in April 2019.

During April 2020, Mackenzie onboarded \$2.6 billion of sub-advisory and institutional wins from various clients. These wins were spread across a diverse range of investment strategies, including Global Equity, U.S. Equity, Fixed Income and Currency Overlay strategies. The amounts will be reported in Mackenzie's Sub-advisory, institutional and other results.

**Table 1 – Investment Fund Net Flows  
Month ended April 30, 2020**

(\$millions) (unaudited)	IG Wealth Management	Mackenzie Investments <sup>4</sup>	Investment Planning Counsel <sup>3</sup>	Inter-co. Elimin. <sup>1</sup>	IGM Financial
<b>Mutual Funds</b>					
Gross Sales	\$603.1	\$855.6	\$34.4		\$1,493.1
Net New Money	(\$87.7)	\$154.0	(\$15.3)		\$51.0
<b>ETFs</b>					
Net New Money		\$46.7			\$46.7
<b>Inter-product Eliminations</b>					
		\$12.2 <sup>2</sup>		(\$11.5)	\$0.7
<b>Investment Funds Net New Money</b>	(\$87.7)	\$212.9	(\$15.3)	(\$11.5)	\$98.4
Other Client AUA Net Flows	\$52.0				
<b>Net Client Inflows</b>	(\$35.7)				

*\*Mutual Fund Net New Money is defined as Gross Sales less Gross Redemptions and is consistent with the terminology used in the Management Discussion and Analysis (MD&A) issued by IGM Financial. Net Client Flows is defined as net contributions to client accounts and includes IG investment funds, third party investment funds, equity and fixed income securities, high interest savings accounts and deposits held at IG Wealth Management.*

**Table 2 - Assets under Management and Administration**

(\$billions) (unaudited)	April 2020	March 2020	April 2019	% Change Last Month	% Change YOY
<b>IGM Financial</b>					
<b>Total Assets under Management<sup>5</sup></b>	\$159.38	\$147.50	\$163.52	8.1	(2.5)
<b>IGM Financial Investment Funds</b>					
<b>Assets under Management<sup>5</sup></b>	\$152.15	\$143.22	\$157.36	6.2	(3.3)
<b>IG Wealth Management</b>					
Mutual Funds	\$86.76	\$81.90	\$91.17	5.9	(4.8)
<b>Total IG Wealth Management</b>	\$86.76	\$81.90	\$91.17	5.9	(4.8)
<b>Mackenzie Investments</b>					
Mutual Funds	\$58.01	\$54.29	\$58.84	6.9	(1.4)
ETFs	\$5.57	\$5.25	\$3.45	6.1	61.4
Inter-product Eliminations <sup>6</sup>	(\$1.87)	(\$1.76)	(\$0.95)	6.2	96.8
Investment Funds	\$61.71	\$57.78	\$61.34	6.8	0.6
Sub-advisory, institutional and other <sup>7</sup>	\$8.31	\$5.32	\$7.67	56.2	8.3
<b>Total Mackenzie Investments</b>	\$70.02	\$63.10	\$69.01	11.0	1.5
<b>Investment Planning Counsel<sup>8</sup></b>	\$4.92	\$4.70	\$5.50	4.7	(10.5)
<b>IG Wealth Management Assets under Administration</b>	\$91.62	\$85.95	\$94.83	6.6	(3.4)

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 Management<sup>9</sup>**  
**(\$billions) (unaudited)**

	<u>Quarter to Date</u>
<b>IGM Financial</b>	
<b>Total Average Assets under Management<sup>10</sup></b>	\$153.52
<b>IGM Financial</b>	
<b>Investment Funds Average Assets under Management<sup>10</sup></b>	\$147.77
<b>IG Wealth Management</b>	
Mutual Funds	\$84.39
<b>Total IG Wealth Management</b>	<u>\$84.39</u>
<b>Mackenzie Investments</b>	
Mutual Funds	\$56.18
ETFs	\$5.43
Inter-product Eliminations <sup>11</sup>	<u>(\$1.82)</u>
Investment Funds	\$59.79
Sub-advisory, institutional and other	<u>\$6.82</u>
<b>Total Mackenzie Investments</b>	<u>\$66.61</u>
<b>Investment Planning Counsel<sup>12</sup></b>	<u>\$4.79</u>

<sup>1</sup> Consolidated results eliminate double counting where business is reflected in multiple segments and excludes \$11.5 million in net new money by IG Wealth Management and IPC mutual fund investments in ETFs.

<sup>2</sup> (\$12.2) million of net new money in ETFs by Mackenzie Investments mutual funds.

<sup>3</sup> IGM Financial and Counsel mutual funds net new money presented does not include sales/redemptions in the IPC Private Wealth program. IPC Private Wealth program flows are included in figures presented in the MD&A.

<sup>4</sup> During April 2020, an institutional investor which includes Mackenzie mutual funds within its investment offerings made fund allocation changes which resulted in gross and net sales of \$108.7 million.

<sup>5</sup> Mackenzie sub-advisory mandates to Investment Planning Counsel mutual funds and investment in Mackenzie investment funds by mutual funds managed by IG Wealth Management or Investment Planning Counsel are reported within Mackenzie's results and are eliminated within IGM Financial consolidated results:

- Amounts eliminated within IGM Financial consolidated total assets were \$2.3 billion at April 30, 2020 (\$2.2 billion at March 31, 2020 and \$2.2 billion at April 30, 2019).

- Amounts eliminated within IGM Financial consolidated investment fund assets were \$1.3 billion at April 30, 2020 (\$1.2 billion at March 31, 2020, \$654 million at April 30, 2019).

<sup>6</sup> Mackenzie mutual fund investment in ETFs of \$1.9 billion as at April 30, 2020 (\$1.8 billion as at March 31, 2020 and \$945 million as at April 30, 2019).

<sup>7</sup> During April 2020, Mackenzie onboarded \$2.6 billion of sub-advisory and institutional wins from various clients. These wins were spread across a diverse range of investment strategies, including Global Equity, U.S. Equity, Fixed Income and Currency Overlay strategies

<sup>8</sup> IPC's total assets under management includes Counsel Mutual Funds and the Private Wealth Program.

<sup>9</sup> Based on daily average investment fund assets and month-end average institutional, sub-advisory and other assets.

<sup>10</sup> Mackenzie sub-advisory mandates to Investment Planning Counsel mutual funds and investment in Mackenzie investment funds by mutual funds managed by IG Wealth Management or Investment Planning Counsel are reported within Mackenzie's results and are eliminated within IGM Financial consolidated results:

- Amounts eliminated within IGM Financial consolidated total assets were \$2.3 billion at April 30, 2020.

- Amounts eliminated within IGM Financial consolidated investment fund assets were \$1.2 billion at April 30, 2020.

<sup>11</sup> Mackenzie mutual fund investment in ETFs of \$1.8 billion as at April 30, 2020.

<sup>12</sup> IPC's total assets under management includes Counsel Mutual Funds and the Private Wealth Program.

*IGM Financial Inc. is one of Canada's leading diversified wealth and asset management companies with approximately \$159 billion in total assets under management. The company provides a broad range of financial and investment planning services to help more than two million Canadians meet their financial goals. Its activities are carried out principally through IG Wealth Management, Mackenzie Investments and Investment Planning Counsel.*

A MEMBER OF THE POWER CORPORATION GROUP OF COMPANIES.

**For more information contact:**

**Media Relations:**

Nini Krishnappa

416-355-2630

[nini.krishnappa@igmfinancial.com](mailto:nini.krishnappa@igmfinancial.com)

**Investor Relations:**

Keith Potter

204-955-2404

[investor.relations@igmfinancial.com](mailto:investor.relations@igmfinancial.com)