



**IGM Financial Monthly Flows Trend (\$ millions)**

IGM Financial Monthly Gross Flows (\$ millions)																					
	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2021	2021	2021	2021	2021	2021	2021	2021
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	August	September
<b>IG Wealth Management</b>																					
Mutual fund gross sales	801	995	889	603	568	609	618	626	705	730	894	948	981	1,254	1,116	931	883	980	923	874	944
Dealer gross inflows	864	1,117	1,024	668	599	634	663	651	817	875	982	1,082	999	1,426	1,210	1,055	1,016	1,149	1,073	1,035	1,033
<b>Investment Planning Counsel</b>																					
Mutual fund gross sales	65	71	57	33	36	41	28	33	36	39	58	80	69	86	74	57	56	69	61	61	66
Dealer gross inflows	438	393	487	412	294	357	309	285	298	333	559	595	463	585	551	398	345	378	374	390	372
<b>Mackenzie Investments</b>																					
Mutual fund gross sales	1,195	1,272	1,189	856	813	836	802	873	1,228	1,164	1,996	1,342	1,285	1,482	1,746	1,052	962	982	900	842	846
Retail mutual fund gross sales	703	802	632	476	560	560	553	534	602	750	938	899	1,086	1,226	1,092	863	807	810	686	648	661
<b>IGM Financial</b>																					
Mutual fund gross sales	2,061	2,338	2,135	1,492	1,417	1,486	1,448	1,532	1,969	1,933	2,948	2,370	2,335	2,822	2,936	2,040	1,901	2,030	1,883	1,777	1,856
Gross dealer inflows	1,302	1,511	1,511	1,080	893	991	972	937	1,115	1,208	1,540	1,677	1,462	2,011	1,762	1,453	1,360	1,527	1,448	1,425	1,405
<b>Additional</b>																					
Institutional fund allocation change mutual fund gross sales (included within Mackenzie and IGM mutual fund results above)	201	-	171	109	-	-	-	-	290	-	625	-	-	-	367	-	-	-	-	-	-

**IGM Financial Monthly Assets Trend (\$ billions)**

**IGM Financial Monthly Net Assets (\$ billions)**

	2020 Jan	2020 Feb	2020 Mar	2020 Apr	2020 May	2020 Jun	2020 Jul	2020 Aug	2020 Sep	2020 Oct	2020 Nov	2020 Dec	2021 Jan	2021 Feb	2021 Mar	2021 Apr	2021 May	2021 June	2021 July	2021 August	2021 September
<b>Wealth Management</b>																					
<b>IG Wealth Management</b>																					
Assets under management	94,078	90,396	81,901	86,762	88,651	89,533	92,173	93,516	92,874	91,004	96,229	97,713	97,318	98,969	100,745	102,163	103,003	105,218	106,458	108,890	106,551
Other Assets under advisement	4,038	4,039	3,933	4,155	4,253	4,303	4,460	4,530	4,664	4,805	5,227	5,560	5,671	6,064	6,250	6,490	6,674	6,967	7,055	7,417	7,407
Assets under advisement	98,116	94,435	85,834	90,917	92,904	93,836	96,633	98,046	97,538	95,809	101,456	103,273	102,989	105,033	106,995	108,653	109,677	112,185	113,513	116,307	113,958
<b>IPC</b>																					
Assets under management	5,424	5,202	4,698	4,925	5,012	5,041	5,138	5,166	5,139	5,033	5,292	5,320	5,263	5,295	5,308	5,376	5,388	5,485	5,536	5,654	5,503
Other Assets under advisement	22,517	21,640	19,674	20,955	21,399	21,596	22,054	22,453	22,345	21,980	23,453	23,998	23,762	24,239	24,583	25,011	25,198	25,686	26,016	26,619	26,012
Assets under advisement	27,941	26,842	24,372	25,880	26,411	26,637	27,192	27,619	27,484	27,013	28,745	29,318	29,025	29,534	29,891	30,387	30,586	31,171	31,552	32,273	31,515
<b>Total</b>																					
Assets under management	99,502	95,598	86,599	91,687	93,663	94,574	97,311	98,682	98,013	96,037	101,521	103,033	102,581	104,264	106,053	107,539	108,391	110,703	111,994	114,544	112,054
Other Assets under advisement	26,548	25,672	23,600	25,104	25,646	25,893	26,507	26,976	27,002	26,778	28,672	29,550	29,423	30,293	30,823	31,490	31,862	32,642	33,060	34,025	33,409
Assets under advisement	126,050	121,270	110,199	116,791	119,309	120,467	123,818	125,658	125,015	122,815	130,193	132,583	132,004	134,557	136,876	139,029	140,253	143,345	145,054	148,569	145,463
<b>Asset management</b>																					
<b>Mackenzie</b>																					
Mutual funds	61,856	59,613	54,288	58,013	59,477	60,132	62,390	63,288	63,599	62,494	66,826	68,678	55,434	56,474	58,137	59,712	60,179	61,717	62,743	64,299	62,680
Change due to GLC and Greenchip												13,216									
Total Mutual Funds	61,856	59,613	54,288	58,013	59,477	60,132	62,390	63,288	63,599	62,494	66,826	55,462	55,434	56,474	58,137	59,712	60,179	61,717	62,743	64,299	62,680
ETFs	2,463	2,528	2,335	2,445	2,543	3,132	3,303	3,482	3,330	3,356	3,619	3,788	3,850	4,103	4,174	4,363	4,632	4,889	4,989	5,110	5,068
Investment funds	64,319	62,141	56,623	60,458	62,020	63,264	65,693	66,770	66,929	65,850	70,445	59,250	59,284	60,577	62,311	64,075	64,811	66,606	67,732	69,409	67,748
Institutional SMA	5,050	4,728	4,275	7,234	7,478	7,557	7,723	7,693	7,671	7,478	8,051	8,172	51,435	52,125	53,213	54,058	55,215	56,307	56,701	57,660	56,350
Change due to GLC and Greenchip												43,516									
Total Institutional SMA	5,050	4,728	4,275	7,234	7,478	7,557	7,723	7,693	7,671	7,478	8,051	51,688	51,435	52,125	53,213	54,058	55,215	56,307	56,701	57,660	56,350
Total (ex sub-advisory to Wealth Management)	69,369	66,869	60,898	67,692	69,498	70,821	73,416	74,463	74,600	73,328	78,496	110,938	110,719	112,702	115,524	118,133	120,026	122,913	124,433	127,069	124,098
Sub-advisory to Wealth Management	73,271	70,758	64,068	67,349	68,434	68,927	71,036	71,776	71,388	69,863	73,425	74,210	73,645	74,284	76,041	76,766	77,318	78,788	79,503	80,941	79,242
Total	142,640	137,627	124,966	135,041	137,932	139,748	144,452	146,239	145,988	143,191	151,921	185,148	184,364	186,986	191,565	194,899	197,344	201,701	203,936	208,010	203,340
ETFs distributed to third parties	2,463	2,528	2,335	2,445	2,543	3,132	3,303	3,482	3,330	3,356	3,619	3,788	3,850	4,103	4,174	4,363	4,632	4,889	4,989	5,110	5,068
ETFs held within IGM managed products	2,537	3,295	2,933	3,139	3,190	3,527	3,785	4,047	4,155	4,258	4,617	4,685	5,008	5,395	5,359	5,403	5,496	5,748	5,812	6,030	6,838
Total ETFs	5,000	5,823	5,268	5,584	5,733	6,659	7,088	7,529	7,485	7,614	8,236	8,473	8,858	9,498	9,533	9,766	10,128	10,637	10,801	11,140	11,906
<b>Consolidated</b>																					
Assets under Management	168,871	162,467	147,497	159,379	163,161	165,395	170,727	173,145	172,613	169,365	180,017	213,971	213,300	216,966	221,577	225,672	228,417	233,616	236,427	241,613	236,152
Other assets under advisement	23,442	22,678	20,844	22,174	22,640	22,847	23,351	23,773	23,787	23,577	25,203	25,952	25,783	26,534	26,897	27,425	27,726	28,390	28,731	29,581	29,062
Assets under Management and Advisement	192,328	185,160	168,356	181,568	185,817	188,260	194,097	196,938	196,420	192,963	205,243	239,950	239,083	243,500	248,474	253,097	256,143	262,006	265,158	271,194	265,214