

IGM Financial Monthly Sales Trend (\$ millions)

| IGM Financial Monthly Net Flows (\$ millions) | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|-------|------|-------|-------|-------|-------|---------|-------|-------|-------|-------|------|------|------|-------|-------|------|------|-------|-------|-------|-------|-------|------|-------|-------|-------|
| | 2019 | 2019 | 2019 | 2019 | 2019 | 2019 | 2019 | 2019 | 2019 | 2019 | 2019 | 2019 | 2020 | 2020 | 2020 | 2020 | 2020 | 2020 | 2020 | 2020 | 2020 | 2020 | 2020 | 2020 | 2021 | 2021 | 2021 |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
| IG Wealth Management | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| IG Mutual funds | (40) | 137 | (111) | (237) | (182) | (118) | 17 | (155) | (153) | (98) | (132) | (17) | (82) | 192 | (160) | (88) | (3) | (42) | (50) | (81) | (128) | (53) | (24) | 68 | 105 | 348 | 48 |
| Mackenzie Investment Funds | (10) | (7) | (1) | (6) | (1) | (0) | 3 | (1) | 2 | 3 | 2 | (1) | 7 | 3 | 5 | 3 | 11 | 11 | 18 | 10 | 10 | 24 | 61 | 46 | 45 | 81 | 86 |
| Total IGM Product | (50) | 130 | (112) | (243) | (183) | (118) | 20 | (156) | (151) | (95) | (130) | (18) | (75) | 195 | (155) | (85) | 8 | (31) | (32) | (71) | (118) | (29) | 37 | 115 | 151 | 429 | 134 |
| Other dealer flows | (7) | 90 | 11 | 3 | (2) | 44 | 9 | 32 | 13 | 30 | 36 | 68 | 16 | 113 | 287 | 57 | 1 | (12) | 36 | 59 | 117 | 139 | 110 | 114 | 31 | 183 | 86 |
| Total | (57) | 220 | (101) | (240) | (185) | (74) | 29 | (124) | (138) | (65) | (94) | 50 | (59) | 308 | 132 | (28) | 9 | (43) | 4 | (12) | (1) | 111 | 147 | 229 | 182 | 612 | 220 |
| Investment Planning Counsel | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| IPC Mutual funds | (17) | 12 | (11) | (26) | (23) | (33) | (23) | (16) | (21) | (40) | (22) | (52) | (31) | (13) | (37) | (25) | (16) | (19) | (24) | (26) | (27) | (37) | (16) | (36) | (30) | (28) | (51) |
| Mackenzie Investment Funds | 3 | 2 | (6) | (7) | 2 | 6 | 9 | 7 | 6 | 12 | 3 | 8 | 1 | 12 | 1 | 4 | 2 | 9 | 9 | 9 | 6 | 19 | 20 | 19 | 18 | 27 | 17 |
| Total IGM Product | (14) | 14 | (17) | (33) | (21) | (27) | (14) | (9) | (15) | (28) | (19) | (44) | (30) | (1) | (36) | (21) | (14) | (10) | (15) | (17) | (21) | (18) | 4 | (17) | (13) | (2) | (33) |
| Other dealer flows | (30) | (80) | (71) | (113) | 12 | (7) | 83 | (92) | (132) | (60) | 59 | 69 | 38 | 53 | 92 | 131 | 28 | 40 | (80) | (37) | 24 | 23 | 129 | 128 | (124) | 104 | 60 |
| Total | (44) | (66) | (88) | (146) | (9) | (34) | 69 | (101) | (147) | (88) | 40 | 25 | 8 | 52 | 56 | 110 | 14 | 30 | (95) | (54) | 3 | 5 | 133 | 111 | (137) | 102 | 26 |
| Mackenzie Investments | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Mackenzie Mutual funds | (48) | 130 | 66 | (43) | 104 | 146 | 146 | (34) | 26 | (57) | (8) | 84 | 267 | 377 | (288) | 154 | 85 | 137 | 136 | 211 | 501 | 171 | 733 | 472 | 295 | 630 | 536 |
| Mackenzie ETFs (to third parties) | 33 | 50 | 59 | 26 | 15 | 7 | 168 | 145 | 2 | 45 | 74 | 83 | 59 | 91 | (68) | 45 | 67 | 569 | 87 | 163 | (153) | 67 | 162 | 143 | 144 | 160 | 101 |
| Mackenzie investment funds | (15) | 180 | 125 | (17) | 119 | 153 | 314 | 111 | 28 | (12) | 66 | 167 | 326 | 468 | (356) | 199 | 152 | 706 | 223 | 374 | 348 | 238 | 895 | 615 | 439 | 790 | 637 |
| Institutional SMA | (121) | 20 | (6) | (98) | (411) | 329 | (1,090) | (13) | (28) | (37) | 1 | (36) | (42) | (22) | (23) | 2,476 | 77 | (11) | (124) | (155) | (39) | (52) | 58 | (81) | 17 | (287) | (145) |
| Total | (136) | 200 | 119 | (115) | (292) | 482 | (777) | 98 | (0) | (49) | 67 | 131 | 284 | 446 | (379) | 2,675 | 229 | 695 | 99 | 219 | 309 | 186 | 953 | 534 | 456 | 504 | 492 |
| Investment funds excluding extraordinary institutional | (24) | 180 | 153 | (17) | 119 | 153 | 314 | 111 | 28 | 23 | 146 | 139 | 125 | 468 | (335) | 90 | 152 | 336 | 223 | 374 | 383 | 411 | 690 | 615 | 674 | 916 | 687 |
| Total excluding extraordinary institutional | (145) | 200 | 147 | (115) | (292) | 482 | (777) | 98 | (0) | (14) | 147 | 103 | 83 | 446 | (358) | 90 | 229 | 325 | 99 | 219 | 344 | 359 | 748 | 534 | 691 | 630 | 542 |
| Retail mutual funds | (13) | 120 | 112 | 50 | 147 | 146 | 168 | 25 | 50 | 40 | 81 | 101 | 118 | 262 | (199) | 25 | 55 | 138 | 125 | 155 | 160 | 229 | 411 | 369 | 475 | 646 | 457 |
| Retail ETFs | 33 | 50 | 59 | 27 | 15 | 7 | 53 | 60 | (6) | 26 | 64 | 72 | 42 | 75 | (103) | 42 | 58 | 91 | 58 | 186 | 154 | 52 | 143 | 109 | 241 | 136 | 71 |
| Retail investment funds | 20 | 170 | 171 | 77 | 162 | 153 | 221 | 85 | 44 | 66 | 145 | 174 | 160 | 337 | (303) | 67 | 113 | 230 | 184 | 341 | 314 | 281 | 554 | 478 | 580 | 782 | 528 |
| Eliminations | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Mackenzie Investment funds distributed through IG/IPC (included in "other dealer flows"). Also includes Wealth Management AUA dealer flows eliminations | (7) | (4) | (6) | (14) | 0 | 6 | 12 | 6 | 8 | 15 | 5 | 6 | 8 | 15 | 5 | 8 | 13 | 20 | 27 | 19 | 17 | 43 | 82 | 66 | 63 | 108 | 103 |
| IGM Financial | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Mutual funds | (105) | 279 | (56) | (306) | (101) | (5) | 140 | (205) | (148) | (195) | (162) | 15 | 154 | 556 | (485) | 41 | 66 | 76 | 62 | 104 | 346 | 82 | 693 | 504 | 370 | 950 | 533 |
| ETFs | 33 | 50 | 59 | 26 | 15 | 7 | 168 | 145 | 2 | 45 | 74 | 83 | 59 | 91 | (68) | 45 | 67 | 569 | 87 | 163 | (153) | 67 | 162 | 143 | 249 | 160 | 101 |
| Investment funds | (72) | 329 | 3 | (280) | (86) | 2 | 308 | (60) | (146) | (150) | (88) | 98 | 213 | 647 | (553) | 86 | 133 | 645 | 149 | 267 | 193 | 149 | 855 | 647 | 619 | 1,110 | 634 |
| Institutional SMA | (121) | 20 | (6) | (98) | (411) | 329 | (1,090) | (13) | (28) | (37) | 1 | (36) | (42) | (22) | (23) | 2,476 | 77 | (11) | (124) | (155) | (39) | (52) | 58 | (81) | (88) | (287) | (145) |
| Net sales to AUM | (193) | 349 | (3) | (378) | (497) | 331 | (783) | (73) | (174) | (187) | (87) | 62 | 171 | 625 | (576) | 2,562 | 210 | 634 | 25 | 112 | 154 | 96 | 913 | 566 | 531 | 824 | 490 |
| Other dealer flows | (36) | 11 | (63) | (110) | 11 | 37 | 92 | (58) | (120) | (29) | 95 | 137 | 54 | 166 | 381 | 187 | 29 | 28 | (45) | 21 | 140 | 163 | 233 | 237 | (93) | 287 | 147 |
| Total net flows | (229) | 360 | (66) | (488) | (486) | 368 | (691) | (131) | (294) | (216) | 7 | 202 | 226 | 792 | (197) | 2,750 | 238 | 661 | (17) | 133 | 292 | 259 | 1,154 | 810 | 438 | 1,111 | 637 |
| Investment funds excluding extraordinary institutional n | (81) | 329 | 31 | (280) | (86) | 2 | 308 | (60) | (146) | (115) | (8) | 70 | 12 | 647 | (532) | (23) | 133 | 275 | 149 | 267 | 228 | 322 | 650 | 647 | 854 | 1,236 | 684 |
| Total excluding extraordinary institutional net sales | (238) | 360 | (38) | (488) | (486) | 368 | (691) | (131) | (294) | (181) | 87 | 174 | 25 | 792 | (176) | 165 | 238 | 291 | (17) | 133 | 327 | 432 | 949 | 810 | 673 | 1,237 | 686 |
| Additional | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| IG/IPC mutual fund investment in Mackenzie ETF's (not included within Mackenzie results above) | 45 | 8 | 33 | 14 | 4 | 11 | 37 | (13) | 12 | 24 | 20 | (1) | 13 | 568 | (26) | 12 | (43) | 50 | 2 | 7 | 90 | 16 | 21 | 7 | 19 | 114 | (67) |
| Institutional fund allocation changes (included within Mackenzie and IGM mutual fund results above) | 9 | - | (28) | - | - | - | - | - | - | (35) | (80) | 28 | 201 | 0 | (21) | 109 | - | - | - | - | 290 | (173) | 205 | - | (235) | (126) | (50) |
| Institutional fund allocation changes (included within Mackenzie and IGM ETF results above) | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | 370 | - | - | (325) | - | - | - | - | - | - |

IGM Financial Monthly Gross Flows (\$ millions)

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--|
| IG Wealth Management | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Mutual fund gross sales | 743 | 876 | 731 | 652 | 741 | 652 | 771 | 656 | 650 | 729 | 727 | 795 | 801 | 995 | 889 | 603 | 568 | 609 | 618 | 626 | 705 | 730 | 894 | 948 | 981 | 1,254 | 1,116 | |
| Dealer gross inflows | 739 | 955 | 773 | 677 | 774 | 734 | 806 | 700 | 684 | 783 | 819 | 865 | 864 | 1,117 | 1,024 | 668 | 599 | 634 | 663 | 651 | 817 | 875 | 982 | 1,082 | 999 | 1,426 | 1,210 | |
| Investment Planning Counsel | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Mutual fund gross sales | 73 | 87 | 59 | 66 | 59 | 49 | 52 | 49 | 53 | 45 | 54 | 48 | 65 | 71 | 57 | 33 | 36 | 41 | 28 | 33 | 36 | 39 | 58 | 80 | 69 | 86 | 74 | |
| Dealer gross inflows | 522 | 432 | 352 | 302 | 351 | 289 | 369 | 306 | 272 | 397 | 388 | 365 | 438 | 393 | 487 | 412 | 294 | 357 | 309 | 285 | 298 | 333 | 559 | 595 | 463 | 585 | 551 | |
| Mackenzie Investments | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Mutual fund gross sales | 716 | 885 | 904 | 763 | 943 | 835 | 830 | 675 | 748 | 811 | 894 | 882 | 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 | |
| Retail mutual fund gross sales | 489 | 611 | 627 | 547 | 681 | 587 | 596 | 480 | 510 | 566 | 553 | 568 | 703 | 802 | 632 | 476 | 560 | 560 | 553 | 534 | 602 | 750 | 938 | 899 | 1,072 | 1,198 | 1,044 | |
| IGM Financial | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Mutual fund gross sales | 1,532 | 1,848 | 1,694 | 1,481 | 1,743 | 1,536 | 1,653 | 1,380 | 1,451 | 1,585 | 1,675 | 1,725 | 2,061 | 2,338 | 2,135 | 1,492 | 1,417 | 1,486 | 1,448 | 1,532 | 1,969 | 1,933 | 2,948 | 2,370 | 2,336 | 2,822 | 2,936 | |
| Gross dealer inflows | 1,261 | 1,387 | 1,125 | 978 | 1,125 | 1,023 | 1,175 | 1,006 | 955 | 1,181 | 1,207 | 1,229 | 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 | |
| Additional | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Institutional fund allocation change mutual fund gross sales (included within Mackenzie and IGM mutual fund results above) | 17 | - | - | - | - | - | - | - | - | - | 81 | 48 | 201 | - | 171 | 109 | - | - | - | - | 290 | - | 625 | - | - | - | 367 | |