

IGM Financial Monthly Flows Trend (\$ millions)

IGM Financial Monthly Net Flows (\$ millions)																			
	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2021	2021	2021	2021	2021	2021
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	
IG Wealth Management																			
IG Mutual funds	(82)	192	(160)	(88)	(3)	(42)	(50)	(81)	(128)	(53)	(24)	68	105	348	48	10	83	186	
Mackenzie Investment Funds	7	3	5	3	11	11	18	10	10	24	61	46	45	81	86	46	40	32	
Total IGM Product	(75)	195	(155)	(85)	8	(31)	(32)	(71)	(118)	(29)	37	115	151	429	134	55	123	218	
Other dealer flows	16	113	287	57	1	(12)	36	59	117	139	110	114	31	183	86	75	118	81	
Total	(59)	308	132	(28)	9	(43)	4	(12)	(1)	111	147	229	182	612	220	130	241	299	
Investment Planning Counsel																			
IPC Mutual funds	(31)	(13)	(37)	(25)	(16)	(19)	(24)	(26)	(27)	(37)	(16)	(36)	(30)	(28)	(51)	(31)	(18)	(10)	
Mackenzie Investment Funds	0	12	0	5	4	9	11	9	6	20	23	24	20	30	17	15	13	11	
Total IGM Product	(31)	(1)	(37)	(20)	(12)	(10)	(13)	(17)	(21)	(17)	7	(12)	(10)	2	(34)	(16)	(5)	1	
Other dealer flows	39	53	93	130	26	40	(82)	(37)	24	22	126	123	(127)	100	60	82	78	(25)	
Total	8	52	56	110	14	30	(95)	(54)	3	5	133	111	(137)	102	26	66	73	(24)	
Mackenzie Investments																			
Mackenzie Mutual funds	267	377	(288)	154	85	138	136	211	501	171	733	472	295	630	536	389	357	357	
Mackenzie ETFs (to third parties)	59	91	(68)	45	67	569	87	163	(153)	67	162	143	144	160	101	149	235	178	
Mackenzie investment funds	326	468	(356)	199	152	707	223	374	348	238	895	615	439	790	637	539	592	535	
Institutional SMA	(42)	(22)	(23)	2,476	77	(12)	(124)	(155)	(39)	(52)	58	(81)	17	(287)	(145)	(96)	412	(74)	
Total	284	446	(379)	2,675	229	695	99	219	309	186	953	534	456	504	492	443	1,004	461	
Investment funds excluding extraordinary institutional	125	468	(335)	90	152	337	223	374	383	411	690	615	674	916	687	539	592	535	
Total excluding extraordinary institutional	83	446	(358)	2,566	229	325	99	219	344	359	748	534	691	630	542	443	1,004	461	
Retail mutual funds	118	262	(199)	25	55	138	125	155	160	229	411	369	483	660	471	361	318	309	
Retail ETFs	42	75	(103)	42	58	91	58	186	154	52	143	109	102	132	67	131	135	136	
Retail investment funds	160	337	(303)	67	113	230	184	341	314	281	554	478	584	792	537	492	453	445	
Eliminations																			
Mackenzie Investment funds distributed through IG/IPC (included in "other dealer flows"). Also includes Wealth Management AUA dealer flows eliminations	8	15	5	8	15	20	28	20	17	44	84	71	66	111	103	61	53	43	
IGM Financial																			
Mutual funds	154	556	(485)	41	66	77	62	104	346	82	693	504	370	950	533	367	421	533	
ETFs	59	91	(68)	45	67	569	87	163	(153)	67	162	143	144	160	101	150	235	178	
Investment funds	213	647	(553)	86	133	646	149	267	193	149	855	647	514	1,110	634	517	656	711	
Institutional SMA	(42)	(22)	(23)	2,476	77	(12)	(124)	(155)	(39)	(52)	58	(81)	17	(287)	(145)	(96)	412	-74	
Net sales to AUM	171	625	(576)	2,562	210	634	25	112	154	96	913	566	531	824	489	421	1,068	637	
Other dealer flows	56	167	380	188	28	27	(43)	20	138	161	241	244	(96)	281	150	157	196	57	
Total net flows	227	792	(196)	2,750	238	661	(18)	132	292	257	1,154	810	435	1,105	639	578	1,264	694	
Investment funds excluding extraordinary institutional n	12	647	(532)	(23)	133	276	149	267	228	322	650	647	749	1,236	684	517	656	711	
Total excluding extraordinary institutional net sales	26	792	(175)	165	238	291	(18)	132	327	430	949	810	670	1,231	689	578	1,264	694	
Additional																			
IG/IPC mutual fund investment in Mackenzie ETF's (not included within Mackenzie results above)	13	568	(26)	12	(43)	50	2	7	90	16	21	7	19	114	(67)	23	23	64	
Institutional fund allocation changes (included within Mackenzie and IGM mutual fund results above)	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	801	995	889	603	568	609	618	626	705	730	894	948	981	1,254	1,116	931	883	980
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
Investment Planning Counsel																		
Mutual fund gross sales	65	71	57	33	36	41	28	33	36	39	58	80	69	86	74	57	56	69
Dealer gross inflows	438	393	487	412	294	357	309	285	298	333	559	595	463	585	551	398	345	379
Mackenzie Investments																		
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
Retail mutual fund gross sales	703	802	632	476	560	560	553	534	602	750	938	899	1,086	1,226	1,092	866	781	799
IGM Financial																		
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
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	1,528
Additional																		
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)

	2019 Jan	2019 Feb	2019 Mar	2019 Apr	2019 May	2019 Jun	2019 Jul	2019 Aug	2019 Sep	2019 Oct	2019 Nov	2019 Dec	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	
Wealth Management																															
IG Wealth Management																															
Assets under management	86,207	87,979	89,411	91,174	88,622	90,176	90,558	90,208	90,779	91,018	92,967	93,161	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	
Other Assets under advisement	3,410	3,578	3,602	3,682	3,591	3,682	3,680	3,697	3,750	3,800	3,911	3,939	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	
Assets under advisement	89,617	91,557	93,013	94,856	92,213	93,858	94,238	93,905	94,529	94,818	96,878	97,100	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	
IPC																															
Assets under management	5,268	5,343	5,426	5,499	5,368	5,396	5,383	5,345	5,365	5,368	5,456	5,391	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	
Other Assets under advisement	21,278	21,505	21,638	21,957	21,448	21,785	21,870	21,817	21,811	21,726	22,219	22,337	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	25,840	
Assets under advisement	26,546	26,848	27,064	27,456	26,816	27,181	27,253	27,162	27,176	27,094	27,675	27,728	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	31,325	
Total																															
Assets under management	91,475	93,322	94,837	96,673	93,990	95,572	95,941	95,553	96,144	96,386	98,423	98,552	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	
Other Assets under advisement	24,680	25,075	25,232	25,632	25,031	25,459	25,542	25,506	25,553	25,519	26,122	26,268	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	32,796	
Assets under advisement	116,155	118,397	120,069	122,305	119,021	121,031	121,483	121,059	121,697	121,905	124,545	124,820	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	143,499	
Asset management																															
Mackenzie																															
Mutual funds	55,317	56,557	57,694	58,838	57,352	58,864	59,205	59,050	59,275	59,364	60,676	60,839	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	
Change due to GLC and Greenchip																								13,216							
Total Mutual Funds	55,317	56,557	57,694	58,838	57,352	58,864	59,205	59,050	59,275	59,364	60,676	60,839	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	
ETFs	1,667	1,734	1,804	1,850	1,850	1,865	2,037	2,179	2,159	2,205	2,286	2,372	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	
Investment funds	56,984	58,291	59,498	60,688	59,202	60,729	61,242	61,229	61,434	61,569	62,962	63,211	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	
Institutional SMA	5,871	6,003	6,132	6,159	5,928	6,027	4,975	4,955	4,958	4,942	5,057	5,046	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	
Change due to GLC and Greenchip																								43,516							
Total Institutional SMA	5,871	6,003	6,132	6,159	5,928	6,027	4,975	4,955	4,958	4,942	5,057	5,046	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	
Total (ex sub-advisory to Wealth Management)	62,855	64,294	65,630	66,847	65,130	66,756	66,217	66,184	66,392	66,511	68,019	68,257	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	
Sub-advisory to Wealth Management	71,378	72,305	72,943	74,185	71,639	72,571	72,211	71,890	71,818	71,544	72,809	72,727	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	
Total	134,233	136,599	138,573	141,032	136,769	139,327	138,428	138,074	138,210	138,055	140,828	140,984	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	
ETF's distributed to third parties	1,667	1,734	1,804	1,850	1,850	1,865	2,037	2,179	2,159	2,205	2,286	2,372	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	
ETF's held within IGM managed products	1,492	1,475	1,527	1,601	1,575	1,593	1,782	1,806	1,899	1,970	2,043	2,386	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	
Total ETFs	3,159	3,209	3,331	3,451	3,425	3,458	3,819	3,985	4,058	4,175	4,329	4,758	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	
Consolidated																															
Assets under Management	154,330	157,616	160,467	163,520	159,120	162,328	162,158	161,737	162,536	162,897	166,442	166,809	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	
Other assets under advisement	21,858	22,205	22,321	22,684	22,160	22,530	22,590	22,562	22,592	22,539	23,076	23,209	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	28,544	
Assets under Management and Advisement	176,212	179,846	182,814	186,228	181,303	184,879	184,766	184,319	185,149	185,453	189,533	190,035	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	262,160	