

IGM Financial Monthly Flows Trend (\$ millions)

IGM Financial Monthly Net Flows (\$ millions)																						
	2020	2020	2020	2020	2020	2020	2021	2021	2021	2021	2021	2021	2021	2021	2021	2021	2021	2021	2022	2022	2022	2022
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	August	September	October	November	December	January	February	March	April
IG Wealth Management																						
IG Mutual funds	(50)	(81)	(128)	(53)	(24)	68	105	348	48	10	83	186	188	201	187	155	184	119	424	594	247	(12)
Mackenzie Investment Funds	17	11	11	23	61	46	45	82	85	46	40	32	23	27	15	16	17	4	0	(3)	8	1
Total IGM Product	(33)	(70)	(117)	(30)	37	114	150	430	133	56	123	218	211	228	202	171	201	123	424	591	255	(11)
Other dealer flows	37	58	116	140	110	114	32	182	88	74	118	81	135	147	91	141	150	199	(98)	192	103	53
Total	4	(12)	(1)	111	147	229	182	612	221	130	241	299	346	375	293	312	351	322	326	783	358	42
Investment Planning Counsel																						
IPC Mutual funds	(24)	(26)	(27)	(37)	(16)	(36)	(30)	(28)	(51)	(32)	(18)	(10)	(10)	11	9	(9)	(58)	(62)	(46)	9	(25)	(24)
Mackenzie Investment Funds	9	9	7	19	20	20	21	31	16	14	13	11	25	16	13	10	10	0	8	15	6	(1)
Total IGM Product	(15)	(17)	(20)	(18)	4	(16)	(9)	3	(35)	(18)	(5)	1	15	27	22	1	(48)	(62)	(38)	24	(19)	(25)
Other dealer flows	(80)	(37)	23	23	129	127	(128)	99	61	83	78	(23)	31	117	46	1	178	53	45	62	86	(67)
Total	(95)	(54)	3	5	133	111	(137)	102	26	65	73	(22)	46	144	68	2	130	(9)	7	86	67	(92)
Mackenzie Investments (1)																						
Mackenzie Mutual funds	136	211	502	171	733	472	304	628	557	396	360	350	329	290	181	209	216	87	234	308	40	(90)
Mackenzie ETFs (to third parties)	87	163	(153)	67	162	143	144	160	101	149	235	178	81	73	166	70	65	110	583	121	13	41
Mackenzie investment funds	223	374	349	238	895	615	448	788	658	545	595	528	410	363	347	279	281	197	817	429	53	(49)
Institutional SMA	(123)	(155)	(41)	(53)	59	(81)	(62)	(204)	(54)	7	620	(10)	(39)	(57)	68	(353)	(190)	(33)	(76)	(20)	(331)	(12)
Total	100	219	308	185	954	534	386	584	604	552	1,215	518	371	307	415	(74)	91	164	741	409	(278)	(61)
Investment funds excluding extraordinary institutional	223	374	384	411	690	615	683	914	658	545	595	528	410	363	347	279	281	197	142	429	53	(49)
Total excluding extraordinary institutional	100	219	343	358	749	534	621	710	604	552	1,215	518	371	307	415	(74)	91	164	66	409	(278)	(61)
Retail mutual funds	125	155	160	229	411	369	483	660	471	346	343	317	281	250	173	190	184	104	220	303	69	(46)
Retail ETFs	58	186	154	52	143	109	102	132	67	131	135	136	44	32	139	46	48	81	(92)	68	(148)	(16)
Retail investment funds	184	341	314	281	554	478	584	792	537	477	478	453	325	282	312	236	232	185	128	371	(79)	(62)
Eliminations																						
Mackenzie Investment funds distributed through IG/IPC (included in "other dealer flows"). Also includes Wealth Management AUA dealer flows eliminations	26	20	18	42	80	64	66	113	100	60	53	42	47	42	27	25	25	3	8	12	14	1
IGM Financial																						
Mutual funds	62	104	347	81	693	504	379	948	554	374	425	526	507	502	377	355	342	144	612	910	262	(126)
ETFs	87	163	(153)	67	162	143	144	160	101	149	235	178	81	73	166	70	65	110	583	122	13	41
Investment funds	149	267	194	148	855	647	523	1,108	655	523	660	704	588	575	543	425	407	254	1,195	1,032	275	(85)
Institutional SMA	(123)	(155)	(41)	(53)	59	(81)	(62)	(204)	(54)	7	620	(10)	(39)	(57)	68	(353)	(190)	(33)	(76)	(20)	(331)	(12)
Net sales to AUM	26	112	153	95	914	566	461	904	601	530	1,280	694	549	519	611	72	217	221	1,119	1,012	(56)	(97)
Other dealer flows	(43)	21	139	163	240	243	(96)	281	150	157	196	59	167	265	138	143	330	253	(53)	254	189	(15)
Total net flows	(17)	133	292	259	1,154	810	365	1,185	751	687	1,476	753	716	784	749	215	547	474	1,066	1,266	133	(112)
Investment funds excluding extraordinary institutional net sales	149	267	229	321	650	647	758	1,234	655	523	660	704	588	575	543	425	407	254	520	1,032	275	(85)
Total excluding extraordinary institutional net sales	(17)	133	327	432	949	810	600	1,311	751	687	1,476	753	716	784	749	215	547	474	391	1,266	133	(112)
Additional																						
IG/IPC mutual fund investment in Mackenzie ETF's (not included within Mackenzie results above)	2	7	90	16	21	7	19	114	(67)	23	23	64	131	38	290	36	55	47	32	62	105	58
Institutional fund allocation changes (included within Mackenzie and IGM mutual fund results above)	-	-	290	(173)	205	-	(235)	(126)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Institutional fund allocation changes (included within Mackenzie and IGM ETF results above)	-	-	(325)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	675	-	-	-
IGM Financial Monthly Gross Flows (\$ millions)																						
IG Wealth Management																						
Mutual fund gross sales	618	626	705	730	894	948	981	1,254	1,116	931	883	980	923	874	944	887	1,079	994	1,299	1,450	1,154	852
Dealer gross inflows	663	652	817	875	981	1,082	999	1,426	1,211	1,055	1,016	1,149	1,073	1,035	1,033	1,029	1,239	1,170	1,166	1,546	1,288	970
Investment Planning Counsel																						
Mutual fund gross sales	28	33	36	39	58	80	69	86	75	57	56	69	61	61	66	59	59	56	65	78	59	56
Dealer gross inflows	309	285	298	333	559	595	463	585	551	398	345	378	374	391	372	447	585	477	460	446	437	286
Mackenzie Investments (1)																						
Mutual fund gross sales	802	873	1,228	1,164	1,996	1,341	1,261	1,453	1,317	1,026	942	955	868	791	818	807	967	817	981	1,042	898	635
Retail mutual fund gross sales	553	534	602	750	938	899	1,086	1,226	1,092	863	807	810	731	666	696	692	830	707	846	895	749	534
IGM Financial																						
Mutual fund gross sales	1,448	1,532	1,969	1,933	2,948	2,369	2,311	2,793	2,508	2,014	1,881	2,004	1,852	1,726	1,828	1,753	2,105	1,867	2,345	2,570	2,111	1,543
Gross dealer inflows	972	937	1,115	1,208	1,540	1,677	1,462	2,011	1,762	1,453	1,361	1,527	1,447	1,426	1,405	1,476	1,824	1,647	1,626	1,992	1,725	1,256
Additional																						
Institutional fund allocation changes (included within Mackenzie and IGM mutual fund results above)	-	-	290	-	625	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

(1) Excludes sub-advisory to Canada Life and the Wealth Management segment

IGM Financial Monthly Assets Trend (\$ billions)

IGM Financial Monthly Net Assets (\$ billions)

	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	2021 October	2021 November	2021 December	2022 January	2022 February	2022 March	2022 April
Wealth Management																						
IG Wealth Management																						
Assets under management	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	108,756	108,632	110,541	108,054	106,568	107,187	102,793
Other Assets under advisement	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	7,742	7,865	9,016	8,788	8,980	9,094	8,841
Assets under advisement	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	116,498	116,497	119,557	116,842	115,548	116,281	111,634
IPC																						
Assets under management	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	5,604	5,566	5,629	5,366	5,264	5,201	5,018
Other Assets under advisement	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	26,747	26,790	27,448	26,654	26,378	26,533	25,454
Assets under advisement	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	32,351	32,356	33,077	32,020	31,642	31,734	30,472
Total																						
Assets under management	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	114,360	114,198	116,170	113,420	111,832	112,388	107,811
Other Assets under advisement	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	33,408	34,478	34,645	36,454	35,431	35,347	35,617	34,285
Assets under advisement	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	145,462	148,838	148,843	152,624	148,851	147,179	148,005	142,096
Asset management																						
Mackenzie																						
Mutual funds	62,390	63,288	63,599	62,494	66,826	68,678	52,654	53,662	55,310	56,836	57,292	58,765	59,791	61,297	59,721	61,052	61,020	62,969	61,029	60,185	60,291	57,619
Change due to GLC and Greenchip						15,996																
Total Mutual Funds	62,390	63,288	63,599	62,494	66,826	52,682	52,654	53,662	55,310	56,836	57,292	58,765	59,791	61,297	59,721	61,052	61,020	62,969	61,029	60,185	60,291	57,619
ETFs	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	5,219	5,263	5,393	5,772	5,905	5,848	5,777
Investment funds	65,693	66,770	66,929	65,850	70,445	56,470	56,504	57,765	59,484	61,199	61,924	63,654	64,780	66,407	64,789	66,271	66,283	68,362	66,801	66,090	66,139	63,396
Institutional SMA	7,723	7,693	7,671	7,478	8,051	8,172	7,240	7,153	7,272	7,383	7,985	8,167	8,179	8,342	8,178	7,922	7,753	7,948	7,604	7,444	7,090	6,806
Sub-advisory to Canada Life						46,296	46,975	47,784	48,768	49,551	50,117	51,092	51,474	52,321	51,131	52,517	51,450	52,805	51,892	51,382	51,502	49,338
Change due to GLC and Greenchip						46,296																
Total Institutional SMA	7,723	7,693	7,671	7,478	8,051	54,468	54,215	54,937	56,040	56,934	58,102	59,259	59,653	60,662	59,309	60,439	59,203	60,753	59,496	58,826	58,592	56,144
Total (ex sub-advisory to Wealth Management)	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	126,709	125,486	129,115	126,297	124,916	124,731	119,540
Sub-advisory to Wealth Management	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	80,654	79,932	81,228	79,131	78,303	80,814	77,574
Total	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	207,364	205,418	210,343	205,428	203,219	205,545	197,114
ETF's distributed to third parties	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	5,219	5,263	5,393	5,772	5,905	5,848	5,777
ETF's held within IGM managed products	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	7,124	7,172	7,280	7,172	7,009	7,059	6,787
Total ETFs	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	12,343	12,435	12,673	12,944	12,914	12,907	12,564
Consolidated																						
Assets under Management	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	241,070	239,684	245,285	239,717	236,748	237,119	227,351
Other assets under advisement	23,370	23,793	23,807	23,598	25,226	25,979	25,783	26,534	26,897	27,425	27,726	28,390	28,731	29,581	29,062	30,029	30,174	31,856	30,974	30,955	31,209	30,063
Assets under Management and Advisement	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	271,099	269,858	277,141	270,691	267,703	268,328	257,414