

IGM Financial Monthly Flows Trend (\$ millions)

IGM Financial Monthly Net Flows (\$ millions)																									
	2020	2021	2021	2021	2021	2021	2021	2021	2021	2021	2021	2021	2021	2021	2021	2022	2022	2022	2022	2022	2022	2022	2022		
	Dec	Jan	Feb	Mar	Apr	May	June	July	August	September	October	November	December	January	February	March	April	May	June	July	August	September	October	November	December
<b>IG Wealth Management</b>																									
IG Mutual Funds	68	105	348	48	10	83	186	188	201	187	155	184	119	424	594	246	(12)	(30)	(57)	(71)	(25)	(308)	(251)	(217)	(249)
Mackenzie Investment Funds	46	45	82	85	46	40	32	23	27	15	16	17	4	(1)	(5)	9	0	(6)	0	1	4	(18)	(7)	(7)	(5)
Total IGM Product	114	150	430	133	56	123	218	211	228	202	171	201	123	423	591	255	(12)	(36)	(57)	(70)	(21)	(326)	(258)	(224)	(254)
Other dealer flows	114	32	182	88	74	118	81	135	147	91	140	150	199	(97)	192	103	54	210	231	337	199	286	408	347	410
Total	229	182	612	221	130	241	299	346	375	293	311	351	322	326	783	358	42	174	267	179	(40)	150	123	156	
<b>Investment Planning Counsel</b>																									
IPC Mutual Funds	(36)	(30)	(28)	(51)	(32)	(18)	(10)	(10)	11	9	(9)	(58)	(62)	(46)	9	(25)	(24)	(34)	(15)	(15)	(4)	(21)	(42)	(73)	(33)
Mackenzie Investment Funds	20	21	31	16	14	13	11	25	16	13	10	10	0	8	15	6	(1)	(6)	(11)	(3)	(6)	(9)	(10)	5	(30)
Total IGM Product	(16)	(9)	3	(35)	(18)	(5)	1	15	27	22	1	(48)	(62)	(38)	24	(19)	(25)	(40)	(26)	(18)	(10)	(30)	(52)	(68)	(63)
Other dealer flows	127	(128)	99	61	83	78	(23)	31	117	46	1	178	53	45	62	86	(67)	95	74	48	59	(10)	168	40	19
Total	111	(137)	102	26	65	73	(22)	46	144	68	2	130	(9)	7	86	67	(92)	55	48	30	49	(40)	116	(28)	(44)
<b>Mackenzie Investments (1)</b>																									
Mackenzie Mutual Funds	472	304	628	557	396	360	350	329	290	181	209	216	87	234	308	40	(90)	(265)	(403)	(164)	(136)	(294)	(306)	(318)	(342)
Mackenzie ETFs (to third parties)	143	144	160	101	149	235	178	81	73	166	70	65	110	583	121	13	41	(57)	(44)	(14)	(13)	(59)	(53)	(15)	201
Mackenzie investment funds	615	448	788	658	545	595	528	410	363	347	279	281	197	817	425	53	(49)	(322)	(447)	(178)	(149)	(353)	(359)	(333)	(141)
Institutional SMA	(81)	(62)	(204)	(54)	7	620	(10)	(39)	(57)	68	(353)	(190)	(33)	(76)	(20)	(331)	(12)	54	(176)	(48)	(54)	(36)	(47)	(58)	(80)
Total	534	386	584	604	552	1,215	518	371	307	415	(74)	91	164	741	409	(278)	(61)	(268)	(623)	(226)	(204)	(389)	(406)	(391)	(171)
Investment funds excluding extraordinary institutional net sales	615	683	914	658	545	595	528	410	363	347	279	281	197	142	429	53	(49)	(322)	(447)	(178)	(149)	(353)	(359)	(333)	(141)
Total excluding extraordinary institutional net sales	534	621	710	604	552	1,215	518	371	307	415	(74)	91	164	66	409	(278)	(61)	(268)	(623)	(226)	(204)	(389)	(406)	(391)	(171)
Retail mutual funds	369	483	660	471	346	343	317	281	250	173	190	184	104	220	303	69	(42)	(170)	(341)	(134)	(108)	(235)	(249)	(263)	(296)
Retail ETFs	109	102	132	67	131	136	136	44	33	139	46	48	81	(92)	68	(148)	(16)	(63)	(47)	(21)	(28)	(66)	(56)	(11)	186
Retail investment funds	478	584	792	537	477	478	453	325	282	312	236	232	185	128	371	(79)	(58)	(233)	(388)	(155)	(136)	(301)	(302)	(275)	(110)
<b>Eliminations</b>																									
Mackenzie Investment funds distributed through IG/IPC (included in "other dealer flows"). Also includes Wealth Management AUA dealer flows eliminations	64	66	113	100	60	53	42	47	42	27	26	25	4	8	12	14	1	(13)	(12)	(2)	(3)	(28)	(17)	(2)	(35)
<b>IGM Financial</b>																									
Mutual Funds	504	379	948	554	374	425	526	507	502	377	355	342	144	612	910	262	(126)	(328)	(475)	(250)	(165)	(623)	(599)	(608)	(624)
ETFs	143	144	160	101	149	235	178	81	73	166	70	65	110	583	122	13	41	(57)	(44)	(14)	(13)	(59)	(53)	(15)	201
Investment funds	647	523	1,108	655	523	660	704	588	575	543	425	407	254	1,195	1,032	275	(85)	(385)	(519)	(264)	(178)	(682)	(652)	(623)	(423)
Institutional SMA	(81)	(62)	(204)	(54)	7	620	(10)	(39)	(57)	68	(353)	(190)	(33)	(76)	(20)	(331)	(12)	54	(176)	(48)	(54)	(36)	(47)	(58)	(80)
Net sales to AUM	566	461	904	601	530	1,280	694	549	519	611	72	217	221	1,119	1,012	(50)	(97)	(331)	(695)	(312)	(232)	(718)	(699)	(681)	(453)
Other dealer flows	243	(96)	281	150	157	196	59	167	265	138	141	330	252	(53)	254	189	(15)	305	206	385	250	277	576	387	430
Total net flows	810	365	1,185	751	687	1,476	753	716	784	749	213	547	473	1,066	1,266	133	(112)	(26)	(389)	73	27	(441)	(123)	(294)	(24)
Investment funds excluding extraordinary institutional net sales	647	758	1,234	655	523	660	704	588	575	543	425	407	254	520	1,032	275	(85)	(385)	(519)	(264)	(178)	(682)	(652)	(623)	(423)
Total excluding extraordinary institutional net sales	810	600	1,311	751	687	1,476	753	716	784	749	213	547	473	391	1,266	133	(112)	(26)	(389)	73	27	(441)	(123)	(294)	(24)
<b>Additional</b>																									
IG/IPC mutual fund investment in Mackenzie ETFs (not included within Mackenzie results above)	7	19	114	(67)	23	23	64	131	38	290	36	55	47	32	62	105	58	6	97	61	(1)	36	24	69	2
Institutional fund allocation changes (included within Mackenzie and IGM mutual fund results above)	-	(235)	(126)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Institutional fund allocation changes (included within Mackenzie and IGM ETF results above)	-	-	-	-	-	-	-	-	-	-	-	-	-	675	-	-	-	-	-	-	-	-	-	-	-
<b>IG Wealth Management</b>																									
Mutual fund gross sales	948	981	1,254	1,116	931	883	980	923	874	944	887	1,079	994	1,299	1,450	1,154	852	902	836	640	728	602	604	761	761
Dealer gross inflows	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	1,388	970	1,046	1,052	948	967	858	897	1,028	1,106
<b>Investment Planning Counsel</b>																									
Mutual fund gross sales	80	69	86	75	57	56	69	61	61	66	59	59	56	65	78	59	56	42	55	34	52	41	34	46	57
Dealer gross inflows	595	463	585	551	398	345	378	374	391	372	447	585	477	460	446	437	286	386	370	279	316	287	431	364	363
<b>Mackenzie Investments (1)</b>																									
Mutual fund gross sales	1,341	1,261	1,453	1,317	1,026	942	955	868	791	818	807	967	817	981	1,042	898	635	599	502	411	452	417	404	524	632
Retail mutual fund gross sales	899	1,086	1,226	1,092	863	807	810	731	666	696	692	830	707	846	895	749	565	534	419	349	385	327	342	435	526
<b>IGM Financial</b>																									
Mutual fund gross sales	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	1,543	1,393	1,085	1,232	1,060	1,042	1,331	1,450
Gross dealer inflows	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	1,432	1,422	1,228	1,283	1,145	1,328	1,392	1,470
<b>Additional</b>																									
Institutional fund allocation changes (included within Mackenzie and IGM mutual fund results above)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

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

IGM Financial Monthly Assets Trend (\$ millions)

IGM Financial Monthly Net Assets (\$ millions)

	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	2022 May	2022 June	2022 July	2022 August	2022 September	2022 October	2022 November	2022 December
<b>IG Wealth Management</b>																									
Assets under management	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	102,098	96,603	100,966	99,039	95,460	98,157	102,886	99,275
Other Assets under advisement	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	8,994	8,871	9,453	9,540	9,569	10,186	10,804	11,541
Assets under advisement	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	111,092	105,474	110,419	108,579	105,029	108,343	113,690	110,816
<b>IPC</b>																									
Assets under management	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	4,912	4,635	4,846	4,746	4,575	4,660	4,796	4,622
Other Assets under advisement	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	25,318	24,057	25,053	24,604	23,711	24,560	25,648	24,925
Assets under advisement	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	30,230	28,692	29,899	29,350	28,286	29,220	30,444	29,547
<b>Total</b>																									
Assets under management	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	107,010	101,238	105,812	103,785	100,035	102,817	107,682	103,897
Other Assets under advisement	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	34,304	32,921	34,499	34,137	33,274	34,739	36,445	36,459
Assets under advisement	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	141,314	134,159	140,311	137,922	133,309	137,556	144,127	140,356
<b>Asset management</b>																									
<b>Mackenzie</b>																									
Mutual funds	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	56,878	53,576	56,263	54,869	52,540	54,027	56,422	54,434
Change due to GLC and Greenchip	15,996																								
Total Mutual Funds	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	56,878	53,576	56,263	54,869	52,540	54,027	56,422	54,434
ETFs	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	5,605	5,368	5,467	5,330	5,011	4,961	5,139	5,219
Investment funds	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	62,483	58,944	61,730	60,199	57,551	58,988	61,561	59,653
Institutional SMA	8,172	7,240	7,153	7,272	7,383	7,985	8,167	8,342	8,178	7,922	7,753	7,948	7,604	7,444	7,090	6,806	6,792	6,344	6,488	6,415	6,106	6,242	6,635	6,422	
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	49,357	46,575	48,495	46,736	45,015	46,902	48,578	47,023
Change due to GLC and Greenchip	46,296																								
Total Institutional SMA	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	56,149	52,919	54,983	53,151	51,121	53,144	55,213	53,445
Total (ex sub-advisory to Wealth Management)	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	118,632	111,963	116,713	113,350	108,672	112,132	116,774	113,098
Sub-advisory to Wealth Management	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	77,083	72,855	75,816	74,505	71,834	72,858	76,131	73,514
Total	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	195,715	184,718	192,529	187,855	180,506	184,990	192,905	186,612
ETF's distributed to third parties	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	5,605	5,368	5,467	5,330	5,011	4,961	5,139	5,219
ETF's held within IGM managed products	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	6,768	6,230	6,640	6,519	6,469	6,904	7,301	7,176
Total ETFs	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	12,373	11,598	12,107	11,849	11,480	11,865	12,440	12,395
<b>Consolidated</b>																									
Assets under Management	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	225,642	213,101	222,525	217,135	208,707	214,949	224,456	216,995
Other assets under advisement	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	30,129	28,982	30,363	30,086	29,398	30,755	32,250	32,414
Assets under Management and Advisement	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	255,771	242,083	252,888	247,221	238,105	245,704	256,706	249,409