

IGM Financial Monthly Flows Trend (\$ millions)

IGM Financial Monthly Net Flows (\$ millions)

	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	2023 January	2023 February	2023 March	2023 April	
IG Wealth Management																										
IG Mutual funds	10	83	186	188	201	187	155	184	119	424	594	246	-12	-30	-57	-71	-25	-308	-251	-217	-249	-172	93	-217	-237	
Mackenzie Investment Funds (New Segment)	10	83	186	188	201	187	155	184	119	424	594	246	-12	-30	-57	-71	-25	-308	-251	-217	-249	-172	93	-217	-237	
IG AUM	46	40	32	23	27	15	16	17	4	424	423	591	255	-12	-36	-57	-70	-21	-326	-258	-224	-254	-170	107	-210	-233
Mackenzie Investment Funds	56	123	218	211	228	202	171	201	123	423	591	255	-12	-36	-57	-70	-21	-326	-258	-224	-254	-170	107	-210	-233	
Total IGM Product	74	118	81	135	147	91	140	150	199	-97	192	102	54	210	231	337	199	286	408	347	410	200	381	196	-19	
Other dealer flows	130	241	299	346	375	293	311	351	322	326	783	357	42	174	174	267	179	-40	150	123	156	30	488	-14	-252	
Investment Planning Counsel																										
IPC Mutual funds	-32	-18	-10	-10	11	9	-9	-58	-62	-46	8	-24	-24	-34	-15	-15	4	-21	-42	-73	-33	-22	31	45	-6	
Mackenzie Investment Funds	14	13	11	25	16	13	10	10	0	8	15	6	-1	-6	-11	-3	-6	-9	-10	5	-30	-5	5	-2	2	
Total IGM Product	-18	-5	1	15	27	22	1	-48	-62	-38	23	-18	-25	-40	-26	-18	-10	-30	-52	-68	-63	-27	36	43	-4	
Other dealer flows	83	78	-23	31	117	46	1	178	53	45	63	85	-67	95	74	48	59	-10	168	40	19	58	119	84	25	
Total	65	73	-22	46	144	68	2	130	-9	7	86	67	-92	55	48	30	49	-40	116	-28	-44	31	155	127	21	
Mackenzie Investments (1)																										
Mackenzie Mutual funds	396	360	350	329	290	181	209	216	87	234	308	40	-91	-264	-403	-164	-136	-294	-306	-318	-342	-65	125	26	-150	
Mackenzie ETFs (to third parties)	149	235	178	81	79	166	70	65	110	384	121	13	41	-57	-44	-14	-13	-59	-53	-15	201	-166	84	68	62	
Mackenzie Investment Funds	545	595	528	410	363	347	279	281	197	618	429	53	-50	-321	-447	-178	-149	-353	-359	-333	-341	-231	209	94	-88	
Institutional SMA	7	620	-10	-39	-57	68	-353	-190	-33	-76	-20	-331	-11	54	-176	-48	-54	-36	-47	-58	-30	-10	86	22	-157	
Total	552	1,215	518	371	307	415	-74	91	164	742	409	-278	-61	-267	-623	-226	-204	-389	-406	-391	-171	-241	295	116	-245	
Investment funds excluding extraordinary institutional net sales	545	595	528	410	363	347	279	281	197	143	429	53	-50	-321	-447	-178	-149	-353	-359	-333	-141	-231	209	94	-88	
Total excluding extraordinary institutional net sales	552	1,215	518	371	307	415	-74	91	164	67	409	-278	-61	-267	-623	-226	-204	-389	-406	-391	-171	-241	295	116	-245	
Retail mutual funds	346	343	317	281	250	173	190	184	104	220	303	69	-42	-170	-341	-134	-108	-235	-249	-263	-303	-64	115	32	-88	
Retail ETFs	131	135	136	44	32	139	46	48	81	-92	68	-148	-16	-63	-47	-21	-28	-66	-56	-11	185	-175	57	43	9	
Retail Investment funds	477	478	453	325	282	312	236	232	185	128	371	-79	-58	-233	-388	-155	-136	-301	-305	-274	-118	-239	172	75	-79	
Eliminations																										
Mackenzie Investment funds distributed through IPC (included in "other dealer flows")																										
Also includes Wealth Management AUA dealer flows eliminations	60	53	42	47	42	27	26	25	4	7	12	15	-	(13)	(12)	(2)	(3)	(28)	(17)	(2)	(35)	(5)	5	(3)	1	
IGM Financial																										
Mutual funds	374	425	526	507	502	377	355	342	144	612	910	262	-126	-328	-475	-250	-165	-623	-599	-608	-624	-257	263	-139	-389	
ETFs	149	235	178	81	79	166	70	65	110	384	121	13	41	-57	-44	-14	-13	-59	-53	-15	201	-166	84	68	62	
Investment funds	523	660	704	588	575	543	425	407	254	1,196	1,031	275	-85	-385	-519	-264	-178	-682	-652	-623	-423	-423	347	-71	-327	
Institutional SMA	7	620	-10	-39	-57	68	-353	-190	-33	-76	-20	-331	-11	54	-176	-48	-54	-36	-47	-58	-30	-10	86	22	-157	
Net sales to AUM	530	1,280	694	549	519	611	72	217	221	1,120	1,011	54	-96	-331	-695	-312	-232	-718	-699	-681	-453	-433	433	-49	-484	
Other dealer flows	157	196	59	167	265	138	141	330	252	-51	255	187	-15	306	306	385	259	277	576	387	429	258	500	281	7	
Total net flows	687	1,476	753	716	784	749	213	547	473	1,069	1,266	131	-111	-25	-389	73	27	-441	-123	-294	-24	-175	933	232	-477	
Investment funds excluding extraordinary institutional net sales	523	660	704	588	575	543	425	407	254	521	1,031	275	-85	-385	-519	-264	-178	-682	-652	-623	-423	-423	347	-71	-327	
Total excluding extraordinary institutional net sales	687	1,476	753	716	784	749	213	547	473	394	1,266	131	-111	-25	-389	73	27	-441	-123	-294	-24	-175	933	232	-477	
Additional																										
IG/IPC mutual fund investment in Mackenzie ETFs (not included within Mackenzie results above)	23	23	64	131	38	290	36	55	47	32	62	105	58	6	97	61	-1	36	24	69	2	-109	46	150	10	
Institutional fund allocation changes (included within Mackenzie and IGM mutual fund results above)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Institutional fund allocation changes (included within Mackenzie and IGM ETF results above)	-	-	-	-	-	-	-	-	-	675	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
IG Wealth Management																										
Mutual fund gross sales	931	883	980	923	874	944	887	1,079	994	1,299	1,450	1,154	852	902	836	640	728	602	604	761	944	1,119	958	718		
Dealer gross inflows	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	1,046	1,052	948	967	858	897	1,028	1,106	1,066	1,442	1,155	773	
Investment Planning Counsel																										
Mutual fund gross sales	57	56	69	61	61	66	59	59	56	65	78	59	56	42	55	34	52	41	34	46	57	60	115	135	82	
Dealer gross inflows	398	345	378	374	391	372	447	585	477	460	446	437	286	386	370	279	316	287	431	364	363	372	511	466	316	
Mackenzie Investments (1)																										
Mutual fund gross sales	1,026	942	955	868	791	818	807	967	817	981	1,042	898	635	599	502	411	452	417	404	524	632	664	832	793	518	
Retail mutual fund gross sales	863	807	810	731	666	696	692	830	707	846	895	749	565	534	419	349	385	327	342	459	551	566	717	671	426	
IGM Financial																										
Mutual fund gross sales	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	1,668	2,066	1,886	1,319	
Gross dealer inflows	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	1,438	1,953	1,621	1,089	
Additional																										
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)

	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	2023 January	2023 February	2023 March	2023 April
IG Wealth Management																									
Assets under management	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	104,187	103,379	104,069	105,424
Other Assets under advisement	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	9,569	9,569	10,186	10,804	11,541	11,203	11,591	11,804	11,860
Assets under advisement	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	115,390	114,970	115,873	117,284
IPC																									
Assets under management	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	4,771	4,754	4,834	4,894
Other Assets under advisement	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	26,020	25,862	26,092	26,275
Assets under advisement	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	30,791	30,616	30,926	31,169
Total																									
Assets under management	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	108,958	108,133	108,903	110,318
Other Assets under advisement	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	37,216	37,447	37,889	38,128
Assets under advisement	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	146,174	145,580	146,792	148,446
Asset management																									
Mackenzie																									
Mutual funds	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	56,079	55,820	56,490	56,897
Change due to GLC and Greenchip																									
Total Mutual Funds	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	56,079	55,820	56,490	56,897
ETFs	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	4,972	4,965	5,086	5,208
Investment funds	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	61,051	60,785	61,576	62,105
Institutional SMA	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	6,792	6,344	6,488	6,415	6,106	6,242	6,635	6,422	6,742	6,767	6,826	6,798
Sub-advisory to Canada Life	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	48,837	48,127	48,582	49,044
Change due to GLC and Greenchip																									
Total Institutional SMA	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	55,579	54,894	55,408	55,842
Total (ex sub-advisory to Wealth Management)	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	111,863	116,713	113,350	108,672	112,132	116,774	113,098	116,630	115,679	116,984	117,947
Sub-advisory to Wealth Management	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	77,158	76,548	76,785	77,739
Total	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	193,788	192,227	193,769	195,686
ETFs distributed to third parties	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	4,972	4,965	5,086	5,208
ETFs held within IGM managed products	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	7,351	7,360	7,764	7,933
Total ETFs	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	12,323	12,325	12,850	13,141
Consolidated																									
Assets under Management	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	225,588	223,812	225,887	228,265
Other assets under advisement	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	33,160	34,561	34,767	35,800
Assets under Management and Advisement	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	259,488	257,972	260,448	263,032