

IGM Financial Monthly Flows Trend (\$ millions)

IGM Financial Monthly Net Flows (\$ millions)																										
	2021	2021	2021	2021	2021	2022	2022	2022	2022	2022	2022	2022	2022	2022	2022	2022	2022	2022	2023	2023	2023	2023	2023	2023	2023	
	August	September	October	November	December	January	February	March	April	May	June	July	August	September	October	November	December	January	February	March	April	May	June	July	August	
IG Wealth Management																										
IG Mutual funds	201	187	155	184	119	424	594	246	-12	-30	-57	-71	-25	-308	-251	-218	-249	-172	93	-217	-236	-105	-173	60	-187	
Mackenzie Investment Funds (New Segment)																			2	14	7	4	-3	4	6	8
IG AUM	201	187	155	184	119	424	594	246	-12	-30	-57	-71	-25	-308	-251	-218	-249	-170	107	-210	-232	-108	-169	66	-179	
Mackenzie Investment Funds	27	15	16	17	4	-1	-3	9	0	-6	0	1	4	-18	-7	-7	-5									
Total IGM Product	228	202	171	201	123	423	591	255	-12	-36	-57	-70	-21	-326	-258	-224	-254	-170	107	-210	-232	-108	-169	66	-179	
Other dealer flows	147	91	140	150	199	-97	192	102	54	209	231	337	200	286	408	347	410	200	381	196	-20	74	31	130	133	
Total	375	293	311	351	322	326	783	357	42	173	174	267	179	-40	150	123	156	30	488	-14	-252	-34	-138	196	-46	
Investment Planning Counsel																										
IPC Mutual funds	11	9	-9	-58	-62	-46	8	-24	-23	-34	-15	-15	-4	-21	-42	-73	-33	-22	31	45	-6	22	-1	17	19	
Mackenzie Investment Funds	16	13	10	10	0	8	15	6	-2	-6	-11	-3	-6	-9	-10	5	-30	-5	5	-2	2	-22	-13	-7	-15	
Total IGM Product	27	22	1	-48	-62	-38	23	-18	-25	-40	-26	-18	-10	-30	-52	-68	-63	-27	36	43	-4	0	-14	10	4	
Other dealer flows	117	46	1	178	53	45	63	85	-67	95	74	48	59	-10	169	40	19	58	119	84	25	-70	-25	14	49	
Total	144	68	2	130	-9	7	86	67	-92	55	48	30	49	-40	117	-28	-44	31	155	127	21	-70	-39	24	53	
Mackenzie Investments [1]																										
Mackenzie Mutual funds	290	181	209	216	87	234	308	40	-91	-264	-403	-164	-136	-294	-306	-318	-342	-65	125	26	-151	-390	-160	-233	-236	
Mackenzie ETFs (to third parties)	73	166	70	65	110	584	121	13	41	-57	-45	-14	-13	-59	-53	-14	201	-166	84	68	62	25	-2	9	-2	
Mackenzie investment funds	363	347	279	281	197	818	429	53	-50	-321	-448	-178	-149	-353	-359	-332	-141	-231	209	94	-89	-365	-162	-224	-238	
Institutional SMA	-57	68	-353	-190	-33	-76	-20	-331	-11	53	-175	-48	-55	-36	-46	-59	-30	-10	86	22	-158	-15	446	77	-91	
Total	307	415	-74	91	164	742	409	-278	-61	-268	-623	-226	-204	-389	-405	-391	-171	-241	295	116	-247	-380	284	-147	-329	
Investment funds excluding extraordinary institutional net sales	363	347	279	281	197	143	429	53	-50	-321	-448	-178	-149	-353	-359	-332	-141	-231	209	94	-89	-365	-162	-224	-238	
Total excluding extraordinary institutional net sales	307	415	-74	91	164	67	409	-278	-61	-268	-623	-226	-204	-389	-405	-391	-171	-241	295	116	-247	-380	284	-147	-329	
Retail mutual funds	250	173	190	184	104	220	303	69	-42	-170	-341	-134	-108	-235	-249	-263	-303	-64	115	32	-109	-395	-126	-187	-157	
Retail ETFs	32	139	46	48	81	-92	68	-148	-16	-63	-47	-21	-28	-66	-56	-11	185	-175	57	43	11	-62	-29	-22	-26	
Retail investment funds	282	312	236	232	185	128	371	-79	-58	-233	-388	-155	-136	-301	-305	-274	-118	-239	172	75	-98	-457	-155	-209	-183	
Eliminations																										
Mackenzie Investment funds distributed through IPC (included in "other dealer flows"). Also includes Wealth Management AUA dealer flows eliminations	42	27	26	25	4	7	12	15	0	-13	-12	-2	-3	-28	-17	-2	-35	-5	5	-3	0	-21	-13	-8	-16	
IGM Financial																										
Mutual funds	502	377	355	342	144	612	910	262	-126	-328	-475	-250	-165	-623	-599	-609	-624	-257	263	-139	-389	-476	-330	-150	-396	
ETFs	73	166	70	65	110	584	121	13	41	-57	-45	-14	-13	-59	-53	-14	201	-166	84	68	62	25	-2	9	-2	
Investment funds	575	543	425	407	254	1,196	1,031	275	-85	-385	-520	-264	-178	-682	-652	-623	-423	-423	347	-71	-327	-451	-332	-141	-398	
Institutional SMA	-57	68	-353	-190	-33	-76	-20	-331	-11	53	-176	-48	-54	-36	-47	-58	-30	-10	86	22	-158	-15	446	77	-91	
Net sales to AUM	519	611	72	217	221	1,120	1,011	-56	-96	-332	-696	-312	-232	-718	-699	-681	-453	-433	433	-49	-485	-466	114	-64	-489	
Other dealer flows	265	138	141	330	252	-51	255	187	-15	305	307	385	259	276	576	387	430	258	500	281	7	3	6	143	182	
Total net flows	784	749	213	547	473	1,069	1,266	131	-111	-27	-389	73	27	-442	-123	-294	-23	-175	933	232	-478	-463	120	79	-307	
Investment funds excluding extraordinary institutional net sales	575	543	425	407	254	521	1,031	275	-85	-385	-520	-264	-178	-682	-652	-623	-423	-423	347	-71	-327	-451	-332	-141	-398	
Total excluding extraordinary institutional net sales	784	749	213	547	473	394	1,266	131	-111	-27	-389	73	27	-442	-123	-294	-23	-175	933	232	-478	-463	120	79	-307	
Additional																										
IG/IPC mutual fund investment in Mackenzie ETFs (not included within Mackenzie results above)	38	290	36	55	47	32	62	105	58	6	97	61	-1	36	24	69	2	-108	46	150	10	31	32	15	22	
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	874	944	887	1,079	994	1,298	1,450	1,154	852	902	836	640	728	602	603	761	761	944	1,119	958	719	906	956	1,063	905	
Dealer gross inflows	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	719	995	1,027	1,195	1,022	
Investment Planning Counsel																										
Mutual fund gross sales	61	66	59	59	56	65	79	59	56	42	55	34	52	41	35	46	57	60	115	135	82	91	87	96	95	
Dealer gross inflows	391	372	447	585	477	459	446	437	286	386	371	279	316	287	430	364	363	372	511	466	316	352	365	354	363	
Mackenzie Investments [1]																										
Mutual fund gross sales	791	818	807	967	817	981	1,042	898	635	598	502	411	453	417	404	524	631	664	832	793	519	593	630	488	514	
Retail mutual fund gross sales	666	696	692	830	707	846	895	749	565	534	419	349	385	327	342	459	551	566	717	671	438	473	547	396	433	
IGM Financial																										
Mutual fund gross sales	1,726	1,828	1,753	2,105	1,867	2,344	2,571	2,111	1,543	1,542	1,393	1,085	1,233	1,060	1,042	1,331	1,449	1,668	2,066	1,886	1,320	1,590	1,673	1,647	1,514	
Gross dealer inflows	1,426	1,405	1,476	1,824	1,647	1,625	1,992	1,725	1,256	1,432	1,423	1,227	1,283	1,145	1,327	1,392	1,469	1,438	1,953	1,621	1,089	1,347	1,392	1,549	1,385	
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 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	2023 May	2023 June	2023 July	2023 August	
IG Wealth Management																										
Assets under management	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	103,019	104,761	106,185	105,443	
Other Assets under advisement	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	11,203	11,591	11,804	11,860	11,818	12,053	12,260	12,307	
Assets under advisement	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	114,837	116,814	118,445	117,750	
IPC																										
Assets under management	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	4,823	4,901	4,972	4,975	
Other Assets under advisement	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	25,721	26,094	26,412	26,309	
Assets under advisement	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	30,544	30,995	31,384	31,284	
Total																										
Assets under management	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	107,842	109,662	111,157	110,418	
Other Assets under advisement	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	37,531	38,140	38,664	38,609	
Assets under advisement	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	145,373	147,802	149,821	149,027	
Asset management																										
Mackenzie																										
Mutual funds	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	55,260	56,371	56,714	56,065	
Change due to GLC and Greenchip																										
Total Mutual Funds	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	55,260	56,371	56,714	56,065	
ETFs	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	5,208	5,115	5,168	5,216	5,182	5,182	
Investment funds	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	60,375	61,539	61,930	61,247	
Institutional SMA	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	6,767	6,767	6,826	6,798	6,655	7,203	7,409	7,288	
Sub-advisory to Canada Life	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	47,489	47,871	48,021	47,471	
Change due to GLC and Greenchip																										
Total Institutional SMA	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	54,144	55,074	55,430	54,759	
Total (ex sub-advisory to Wealth Management)	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	114,519	116,613	117,360	116,006	
Sub-advisory to Wealth Management	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	75,678	76,722	77,490	76,869	
Total	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	190,197	193,335	194,850	192,875	
ETF's distributed to third parties	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	5,115	5,168	5,216	5,182	
ETF's held within IGM managed products	6,030	6,838	7,124	7,172	7,280	7,172	7,009	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	7,720	7,704	7,736	7,724	7,724	
Total ETFs	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	12,835	12,872	12,952	12,906	
Consolidated																										
Assets under Management	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	222,361	226,275	228,517	226,424	
Other assets under advisement	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	3,900	34,160	34,561	34,767	34,273	34,831	35,350	35,324	
Assets under Management and Advisement	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	256,634	261,106	263,867	261,748	