

IGM Financial Monthly Flows Trend (\$ millions)

IGM Financial Monthly Net Flows (\$ millions)																				
	2022	2022	2022	2022	2022	2022	2022	2022	2022	2022	2022	2023	2023	2023	2023	2023	2023	2023	2023	2023
	March	April	May	June	July	August	September	October	November	December	January	February	March	April	May	June	July	August	September	October
<b>IG Wealth Management</b>																				
IG Mutual Funds	246	-12	-30	-57	-71	-25	-308	-251	-218	-249	-172	93	-217	-236	-105	-173	60	-187	-310	-380
Mackenzie Investment Funds (New Segment)											2	14	7	4	-3	4	6	8	3	4
IG AUM	246	-12	-30	-57	-71	-25	-308	-251	-218	-249	-170	107	-210	-232	-108	-169	66	-179	-307	-376
Mackenzie Investment Funds	9	0	-6	0	1	4	-18	-7	-7	-5										
Total IGM Product	255	-12	-36	-57	-70	-21	-326	-258	-224	-254	-170	107	-210	-232	-108	-169	66	-179	-307	-376
Other dealer flows	102	54	209	231	337	200	286	408	347	410	200	381	196	-20	74	31	130	134	139	350
Total	357	42	173	174	267	179	-40	150	123	156	30	488	-14	-252	-34	-138	196	-45	-168	-26
<b>Investment Planning Counsel</b>																				
IPC Mutual funds	-34	-23	-34	-15	-15	-4	-21	-42	-73	-33	-22	31	45	-6	22	-1	18	19	17	-3
Mackenzie Investment Funds	6	-2	-6	-11	-3	-6	-9	-10	5	-30	-5	5	-2	2	-22	-13	-8	-15	-20	-9
Total IGM Product	-18	-25	-40	-26	-18	-10	-30	-52	-68	-63	-27	36	43	-4	0	-14	10	4	-3	-12
Other dealer flows	85	-67	95	74	48	59	-10	169	40	19	58	119	84	25	-70	-25	14	49	42	302
Total	67	-92	55	48	30	49	-40	117	-28	-44	31	155	127	21	-70	-39	24	53	39	290
<b>Mackenzie Investments (1)</b>																				
Mackenzie Mutual funds	40	-91	-264	-403	-164	-136	-294	-306	-318	-342	-65	125	26	-151	-390	-160	-233	-236	-243	-365
Mackenzie ETFs (to third parties)	13	41	-57	-45	-14	-13	-59	-53	-14	201	-166	84	68	62	25	-2	9	-2	6	9
Mackenzie investment funds	53	-50	-321	-448	-178	-149	-353	-359	-332	-141	-231	209	94	-89	-365	-162	-224	-238	-237	-356
Institutional SMA	-31	-11	53	-175	-48	-55	-36	-46	-59	-30	-10	86	22	-158	-15	446	76	-91	22	56
Total	-278	-61	-268	-623	-226	-204	-389	-405	-391	-171	-241	295	116	-247	-380	284	-148	-329	-215	-300
Investment funds excluding extraordinary institutional net sales	53	-50	-321	-448	-178	-149	-353	-359	-332	-141	-231	209	94	-89	-365	-162	-224	-238	-237	-356
Total excluding extraordinary institutional net sales	-278	-61	-268	-623	-226	-204	-389	-405	-391	-171	-241	295	116	-247	-380	284	-148	-329	-215	-300
Retail mutual funds	69	-42	-170	-341	-134	-108	-235	-249	-263	-303	-64	115	32	-109	-395	-126	-205	-185	-234	-288
Retail ETFs	-148	-16	-63	-47	-21	-28	-66	-56	-11	185	-175	57	43	11	-62	-29	-24	-29	-29	-4
Retail investment funds	-79	-58	-233	-388	-155	-136	-301	-305	-274	-118	-239	172	75	-98	-457	-155	-229	-214	-263	-292
<b>Eliminations</b>																				
Mackenzie investment funds distributed through IPC (included in "other dealer flows"). Also includes Wealth Management AUA dealer flows eliminations	15	0	-13	-12	-2	-3	-28	-17	-2	-35	-5	5	-3	0	-21	-13	-8	-15	-21	-9
<b>IGM Financial</b>																				
Mutual funds	262	-126	-328	-475	-250	-165	-623	-599	-609	-624	-257	263	-139	-389	-476	-330	-149	-396	-533	-744
ETFs	13	41	-57	-45	-14	-13	-59	-53	-14	201	-166	84	68	62	25	-2	9	-2	6	9
Investment funds	275	-85	-385	-520	-264	-178	-682	-652	-623	-423	-423	347	-71	-327	-451	-332	-140	-398	-527	-735
Institutional SMA	-331	-11	53	-176	-48	-54	-36	-47	-58	-30	-10	86	22	-158	-15	446	76	-91	22	56
Net sales to AUM	-56	-96	-332	-696	-312	-232	-718	-699	-681	-453	-433	433	-49	-485	-466	114	-64	-489	-505	-679
Other dealer flows	187	-15	305	307	385	259	276	576	387	430	258	500	281	7	3	6	144	183	182	652
Total net flows	131	-111	-27	-389	73	27	-442	-123	-294	-23	-175	933	232	-478	-463	120	80	-306	-323	-27
Investment funds excluding extraordinary institutional net sales	275	-85	-385	-520	-264	-178	-682	-652	-623	-423	-423	347	-71	-327	-451	-332	-140	-398	-527	-735
Total excluding extraordinary institutional net sales	131	-111	-27	-389	73	27	-442	-123	-294	-23	-175	933	232	-478	-463	120	80	-306	-323	-27
<b>Additional</b>																				
IG/IPC mutual fund investment in Mackenzie ETF's (not included within Mackenzie results above)	105	58	6	97	61	-1	36	24	69	2	-108	46	150	10	31	32	14	21	29	39
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)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>IG Wealth Management</b>																				
Mutual fund gross sales	1,154	852	902	836	640	728	602	603	761	761	944	1,119	958	719	906	956	1,062	905	720	773
Dealer gross inflows	1,288	970	1,046	1,052	948	967	858	897	1,028	1,106	1,066	1,442	1,155	773	995	1,027	1,194	1,023	886	963
<b>Investment Planning Counsel</b>																				
Mutual fund gross sales	59	56	42	55	34	52	41	35	46	57	60	115	135	82	91	87	96	96	101	101
Dealer gross inflows	437	286	386	371	279	316	287	430	364	363	372	511	466	316	352	365	354	362	377	683
<b>Mackenzie Investments (1)</b>																				
Mutual fund gross sales	898	635	598	502	411	453	417	404	524	631	664	832	793	519	593	630	488	513	502	510
Retail mutual fund gross sales	749	565	534	419	349	385	327	342	459	551	566	717	671	438	473	547	401	438	384	406
<b>IGM Financial</b>																				
Mutual fund gross sales	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	1,646	1,514	1,323	1,384
Gross dealer inflows	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	1,548	1,385	1,263	1,646
<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)

	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	2023 September	2023 October
<b>IG Wealth Management</b>																				
Assets under management	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	101,945	100,782
Other Assets under advisement	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	12,259	12,687
Assets under advisement	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	114,204	113,469
<b>IPC</b>																				
Assets under management	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	4,856	4,819
Other Assets under advisement	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	25,441	25,411
Assets under advisement	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	30,297	30,230
<b>Total</b>																				
Assets under management	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	106,801	105,601
Other Assets under advisement	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	37,693	38,090
Assets under advisement	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	144,494	143,691
<b>Asset management</b>																				
<b>Mackenzie</b>																				
Mutual funds	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	53,960	52,722
Change due to GLC and Greenchip																				
Total Mutual Funds	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	53,950	52,722
ETFs	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	5,050	4,944
Investment funds	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	59,000	57,666
Institutional SMA	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	6,655	7,203	7,409	7,288	7,102	7,080
Sub-advisory to Canada Life	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	45,906	44,999
Change due to GLC and Greenchip																				
Total Institutional SMA	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	53,008	52,079
Total (ex sub-advisory to Wealth Management)	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	112,008	109,745
Sub-advisory to Wealth Management	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	74,325	73,562
Total	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	186,333	183,307
ETF's distributed to third parties	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	5,050	4,944
ETF's held within IGM managed products	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	7,720	7,704	7,736	7,724	7,450	7,259
Total ETFs	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	12,500	12,203
<b>Consolidated</b>																				
Assets under Management	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	218,809	215,346
Other assets under advisement	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	34,546	34,973
Assets under Management and Advisement	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	253,355	250,319