

IGM Financial Monthly Flows Trend (\$ millions)

IGM Financial Monthly Net Flows (\$ millions)

	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	2023 November	2023 December	2024 January	2024 February	2024 March	2024 April	2024 May	2024 June	
IG Wealth Management																									
IG Mutual funds	-71	-25	-308	-251	-218	-249	-172	93	-217	-236	-105	-173	60	-187	-310	-379	-418	-278	-376	129	-172	-298	-152	-247	
Mackenzie Investment Funds (New Segment)							2	14	7	4	-3	4	6	8	3	3	6	14	34	31	39	29	25	31	
IG AUM	-71	-25	-308	-251	-218	-249	-170	107	-210	-232	-108	-169	66	-179	-307	-376	-412	-264	-342	160	-133	-269	-127	-216	
Mackenzie Investment Funds	1	4	-18	-7	-7	-5																			
Total IGM Product	-70	-21	-326	-258	-225	-254	-170	107	-210	-232	-108	-169	66	-179	-307	-376	-413	-263	-342	160	-133	-269	-127	-216	
Other dealer flows	337	200	286	408	347	410	200	381	196	-20	74	31	130	134	139	349	330	145	74	201	86	77	125	237	
Total	267	179	-40	150	123	156	30	488	-14	-252	-34	-138	196	-45	-168	-27	-83	-118	-268	361	-47	-192	-2	21	
Discontinued Operations																									
IPC Mutual funds	-15	-4	-21	-42	-73	-33	-22	31	45	-6	22	-1	18	19	17	-3	-3								
Mackenzie Investment Funds	-3	-6	-9	-10	5	-30	-5	5	-2	1	-21	-13	-8	-15	-20	-9	-8								
Total IGM Product	-18	-10	-30	-52	-68	-63	-27	36	43	-5	1	-14	10	4	-3	-12	-11								
Other dealer flows	48	59	-10	169	40	19	58	119	84	26	-71	-25	14	49	42	302	108								
Total	30	49	-40	117	-28	-44	31	155	127	21	-70	-39	24	53	39	290	97								
Mackenzie Investments (1)																									
Mackenzie Mutual funds	-164	-136	-294	-306	-318	-342	-65	125	26	-151	-390	-160	-233	-236	-243	-365	-299	-323	-226	-100	-200	-259	-286	-361	
Mackenzie ETFs (to third parties)	-14	-13	-59	-53	-14	201	-166	84	68	62	25	-2	9	-2	6	9	78	74	54	104	174	58	35	68	
Mackenzie investment funds	-178	-149	-353	-359	-332	-141	-231	209	94	-89	-365	-162	-224	-238	-237	-356	-221	-249	-172	4	-26	-201	-251	-293	
Institutional SMA	-48	-55	-36	-46	-59	-30	-10	86	22	-158	-15	446	76	-91	22	56	-92	-150	209	-22	-167	140	-49	-262	
Total	-226	-204	-389	-405	-391	-171	-241	295	116	-247	-380	284	-148	-329	-215	-300	-313	-399	37	-18	-193	-61	-300	-555	
Investment funds excluding extraordinary institutional net sale	-178	-149	-353	-359	-332	-141	-231	209	94	-89	-365	-162	-224	-238	-237	-356	-221	-249	-172	4	-26	-201	-251	-293	
Total excluding extraordinary institutional net sale	-226	-204	-389	-405	-391	-171	-241	295	116	-247	-380	284	-148	-329	-215	-300	-313	-399	37	-18	-193	-61	-300	-555	
Retail mutual funds	-134	-108	-235	-249	-263	-303	-64	115	32	-109	-395	-126	-205	-185	-234	-301	-276	-313	-194	-124	-204	-176	-262	-327	
Retail ETFs	-21	-28	-66	-56	-11	185	-175	57	43	11	-62	-29	-24	-29	-29	-7	6	34	-32	35	81	-11	-15	24	
Retail investment funds	-155	-136	-301	-305	-274	-118	-239	172	75	-98	-457	-155	-229	-214	-263	-308	-270	-279	-226	-89	-123	-187	-277	-303	
Eliminations																									
Mackenzie Investment funds distributed through IPC (included in "other dealer flows"). Also include Wealth Management AUA dealer flows eliminations	-2	-3	-28	-17	-2	-35	-5	5	-3	0	-21	-13	-8	-15	-21	-10	-8								
IGM Financial																									
Mutual funds	-250	-165	-623	-599	-609	-624	-257	263	-139	-389	-476	-330	-149	-396	-533	-744	-714	-587	-568	60	-333	-528	-413	-577	
ETFs	-14	-13	-59	-53	-14	201	-166	84	68	62	25	-2	9	-2	6	9	78	74	54	104	174	58	35	68	
Investment funds	-264	-178	-682	-652	-623	-423	-423	347	-71	-327	-451	-332	-140	-398	-527	-735	-636	-513	-514	164	-159	-470	-378	-509	
Institutional SMA	-48	-54	-36	-47	-58	-30	-10	86	22	-158	-15	446	76	-91	22	56	-92	-150	209	-22	-167	140	-49	-262	
Net sales to AUM	-312	-232	-718	-699	-681	-453	-433	433	-49	-485	-466	114	-64	-489	-505	-679	-728	-663	-305	142	-326	-330	-427	-771	
Other dealer flows	385	259	276	576	387	430	258	500	281	7	3	6	144	183	182	652	437	146	74	201	86	77	125	237	
Total net flows	73	27	-442	-123	-294	-23	-175	933	232	-478	-463	120	80	-306	-323	-27	291	-517	-231	343	-240	-253	-302	-534	
Investment funds excluding extraordinary institutional net sales	-264	-178	-682	-652	-623	-423	-423	347	-71	-327	-451	-332	-140	-398	-527	-735	-636	-513	-514	164	-159	-470	-378	-509	
Total investment funds net sales Ex IPC	-249	-174	-661	-610	-550	-390	-401	316	-116	-321	-473	-331	-158	-417	-544	-732	-633								
Total net flows Ex IPC (1)	40	-29	-411	-249	-261	-10	-211	783	102	-499	-414	146	48	-374	-383	-327	-396								
Additional																									
IG/IPC mutual fund investment in Mackenzie ETFs (not included within Mackenzie results above). IG only effective December 2023	61	-1	36	24	69	2	-108	46	150	10	31	32	14	21	29	-39	-103	18	-54	135	-2	32	39	-3	
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)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
IG Wealth Management																									
Mutual fund gross sales	640	728	602	603	761	761	944	1,119	958	719	906	956	1,062	905	720	773	911	944	1,244	1,477	1,076	1,103	1,260	1,851	
Dealer gross inflows	948	967	858	897	1,028	1,106	1,066	1,442	1,155	773	995	1,027	1,194	1,023	886	964	1,090	1,035	1,179	1,460	1,060	1,118	1,218	1,229	
Investment Planning Counsel																									
Mutual fund gross sales	34	52	41	35	46	57	60	115	135	82	91	87	96	96	101	101	100								
Dealer gross inflows	279	316	287	430	364	363	372	511	466	316	352	365	354	362	377	684	512								
Mackenzie Investments (1)																									
Mutual fund gross sales	411	453	417	404	524	631	664	832	793	519	593	630	488	513	502	511	624	601	743	910	704	692	679	771	
Retail mutual fund gross sales	349	385	327	342	459	551	566	717	671	438	473	547	401	438	384	422	478	482	619	711	555	556	536	632	
IGM Financial																									
Mutual fund gross sales	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	1,385	1,635	1,545	1,987	2,387	1,780	1,795	1,939	2,622	
Gross dealer inflows	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	1,648	1,602	1,035	1,179	1,460	1,060	1,118	1,218	1,229	
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)

	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	2023 November	2023 December	2024 January	2024 February	2024 March	2024 April	2024 May	2024 June	
IG Wealth Management																									
Assets under management	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	100,783	105,334	107,635	108,153	111,214	113,566	111,307	113,814	114,655	
Other Assets under advisement	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	12,686	13,198	13,588	13,742	14,196	14,455	14,343	14,743	15,061	
Assets under advisement	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	118,532	121,223	121,895	125,410	128,021	125,650	128,557	129,716	
IPC (1)																									
Assets under management	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	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	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									
Total																									
Assets under management	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	105,602	105,334	107,635	108,153	111,214	113,566	111,307	113,814	114,655	
Other Assets under advisement	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	38,089	13,198	13,588	13,742	14,196	14,455	14,343	14,743	15,061	
Assets under advisement	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	118,532	121,223	121,895	125,410	128,021	125,650	128,557	129,716	
Asset management																									
Mackenzie																									
Total Mutual Funds	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	55,296	56,408	56,515	57,952	58,847	57,219	58,228	58,505	
ETFs	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	5,288	5,507	5,509	5,778	6,074	6,012	6,176	6,250	
Investment funds	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	60,584	61,915	62,024	63,730	64,921	63,231	64,404	64,755	
Institutional SMA	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	7,401	7,367	7,673	7,933	7,966	7,990	8,090	8,011	
Sub-advisory to Canada Life	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	48,419	49,665	49,593	50,446	51,281	49,840	50,074	49,960	
Change due to GLC and Greenchip																									
Total Institutional SMA	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	55,820	57,032	57,266	58,379	59,247	57,830	58,164	57,971	
Total (ex sub-advisory to Wealth Management)	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	116,404	118,947	119,290	122,109	124,168	121,061	122,568	122,726	
Sub-advisory to Wealth Management	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	75,173	76,758	76,854	78,500	79,503	77,836	79,184	79,393	
Total	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	191,577	195,705	196,144	200,609	203,671	198,897	201,752	202,119	
ETF's distributed to third parties	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	5,288	5,507	5,509	5,778	6,074	6,012	6,176	6,250	
ETF's held within IGM managed products	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	7,251	7,407	7,379	7,728	7,737	7,597	7,788	8,125	
Total ETFs	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	12,539	12,914	12,888	13,506	13,811	13,609	13,964	14,375	
Consolidated																									
Assets under Management	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	215,347	221,738	226,582	227,443	233,323	237,734	232,368	236,382	237,381	
Other assets under advisement	30,363	30,086	29,298	30,755	32,250	32,414	33,900	34,160	34,561	34,767	34,273	34,811	35,350	35,324	34,546	34,972	13,198	13,588	13,742	14,196	14,455	14,343	14,743	15,061	
Assets under Management and Advisement	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	234,936	240,170	241,185	247,519	252,189	246,711	251,125	252,442	
Assets under Management and Advisement Ex-IPC	227,479	222,301	214,103	220,837	230,795	224,242	233,213	231,868	234,087	236,461	230,595	234,665	237,029	235,031	227,448	224,436									

(1) November 30, 2023 assets reflect the disposition of 100% of the com. Total investment funds net sales Ex-IPC