

Management's Discussion and Analysis

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Management's Discussion and Analysis

The Management's Discussion and Analysis (MD&A) presents management's view of the results of operations and financial condition of IGM Financial Inc. (IGM Financial or the Company) as at and for the three and six months ended June 30, 2023 and should be read in conjunction with the unaudited Interim Condensed Consolidated Financial Statements (Interim Financial Statements) as well as the 2022 IGM Financial Inc. Annual Report and the 2023 IGM Financial Inc. First Quarter Report to Shareholders filed on www.sedar.com. Commentary in the MD&A as at and for the three and six months ended June 30, 2023 is as of August 2, 2023.

Basis of Presentation and Summary of Accounting Policies

The Interim Financial Statements of IGM Financial, which are the basis of the information presented in the Company's MD&A, have been prepared in accordance with International Accounting Standard 34, *Interim Financial Reporting* (IFRS) and are presented in Canadian dollars (Note 2 of the Interim Financial Statements).

Forward-looking Statements

Certain statements in this report, other than statements of historical fact, are forward-looking statements based on certain assumptions and reflect IGM Financial's current expectations. Forward-looking statements are provided to assist the reader in understanding the Company's financial position and results of operations as at and for the periods ended on certain dates and to present information about management's current expectations and plans relating to the future. Readers are cautioned that such statements may not be appropriate for other purposes. These statements may include, without limitation, statements regarding the operations, business, financial condition, expected financial results, performance, prospects, opportunities, priorities, targets, goals, ongoing objectives, strategies and outlook of the Company, as well as the outlook for North American and international economies, for the current fiscal year and subsequent periods. Forward-looking statements include statements that are predictive in nature, depend upon or refer to future events or conditions, or include words such as "expects", "anticipates", "plans", "believes", "estimates", "seeks", "intends", "targets", "projects", "forecasts" or negative versions thereof and other similar expressions, or future or conditional verbs such as "may", "will", "should", "would" and "could".

This information is based upon certain material factors or assumptions that were applied in drawing a conclusion or making a forecast or projection as reflected in the forward-looking statements, including the perception of historical trends, current conditions and expected future developments, as well as other factors that are believed to be appropriate in the circumstances. While the Company considers these assumptions to be reasonable based on information currently available to management, they may prove to be incorrect.

By its nature, this information is subject to inherent risks and uncertainties that may be general or specific and which give rise to the possibility that expectations, forecasts, predictions, projections or conclusions will not prove to be accurate, that assumptions may not be correct and that objectives, strategic goals and priorities will not be achieved.

A variety of material factors, many of which are beyond the Company's and its subsidiaries' control, affect the operations, performance and results of

the Company, and its subsidiaries, and their businesses, and could cause actual results to differ materially from current expectations of estimated or anticipated events or results. These factors include, but are not limited to: the impact or unanticipated impact of general economic, political and market factors in North America and internationally, interest and foreign exchange rates, global equity and capital markets, management of market liquidity and funding risks, changes in accounting policies and methods used to report financial condition (including uncertainties associated with critical accounting assumptions and estimates), the effect of applying future accounting changes, operational and reputational risks, business competition, technological change, changes in government regulations and legislation, changes in tax laws, unexpected judicial or regulatory proceedings, catastrophic events, outbreaks of disease or pandemics (such as COVID-19), the Company's ability to complete strategic transactions, integrate acquisitions and implement other growth strategies, and the Company's and its subsidiaries' success in anticipating and managing the foregoing factors.

The reader is cautioned that the foregoing list is not exhaustive of the factors that may affect any of the Company's forward-looking statements. The reader is also cautioned to consider these and other factors, uncertainties and potential events carefully and not place undue reliance on forward-looking statements.

Other than as specifically required by applicable Canadian law, the Company undertakes no obligation to update any forward-looking statements to reflect events or circumstances after the date on which such statements are made, or to reflect the occurrence of unanticipated events, whether as a result of new information, future events or results, or otherwise.

Additional information about the risks and uncertainties of the Company's business and material factors or assumptions on which information contained in forward-looking statements is based is provided in its disclosure materials, including this Management's Discussion and Analysis and its most recent Annual Information Form, filed with the securities regulatory authorities in Canada, available at www.sedar.com.

Non-IFRS Financial Measures and Other Financial Measures

This report contains Non-IFRS financial measures and non-IFRS ratios that do not have standard meanings prescribed by IFRS and may not be directly comparable to similar measures used by other companies. These measures and ratios are used to provide management, investors and investment analysts with additional measures to assess earnings performance.

Non-IFRS financial measures include, but are not limited to, “adjusted net earnings available to common shareholders”, “adjusted net earnings”, “adjusted earnings before income taxes”, “adjusted earnings before interest and taxes” (Adjusted EBIT), “earnings before interest, taxes, depreciation and amortization before sales commissions” (EBITDA before sales commissions), and “earnings before interest, taxes, depreciation and amortization after sales commissions” (EBITDA after sales commissions). These measures exclude other items which are items of a non-recurring nature, or that could make the period-over-period comparison of results from operations less meaningful. EBITDA before sales commissions excludes all sales commissions. EBITDA after sales commissions includes all sales commissions and highlights aggregate cash flows.

Non-IFRS ratios include the following:

Ratio	Numerator	Denominator
Adjusted earnings per share (Adjusted EPS)	Adjusted net earnings available to common shareholders	Average number of outstanding common shares on a diluted basis
Return (Adjusted return) on equity (ROE, Adjusted ROE)	Net earnings (Adjusted net earnings) available to common shareholders	Average shareholders' equity excluding non-controlling interest
ROE (Adjusted ROE) excluding the impact of fair value through other comprehensive income investments	Net earnings (Adjusted net earnings) available to common shareholders	Average shareholders' equity excluding non-controlling interest and the impact of fair value through other comprehensive income investments net of tax

Refer to the appropriate reconciliations of non-IFRS financial measures, including as components of non-IFRS ratios, to reported results in accordance with IFRS in Tables 1 to 4.

This report also contains other financial measures which include:

- **Assets Under Management and Advisement (AUM&A)** represents the consolidated AUM and AUA of IGM Financial. In the Wealth Management segment, AUM is a component part of AUA. All instances where the asset management segment is providing investment management services or distributing its products through the Wealth Management segment are eliminated in our reporting such that there is no double-counting of the same client savings held at IGM Financial's operating companies. Investment Planning Counsel's (IPC's) AUM, AUA, sales, redemptions and net flows have been disclosed as Discontinued operations under AUM&A.
- **Assets Under Advisement (AUA)** are the key driver of the Wealth Management segment. AUA are savings and investment products held within client accounts of our Wealth Management segment operating companies.
- **Assets Under Management (AUM)** are the key driver of the Asset Management segment. AUM are a secondary driver of revenues and expenses within the Wealth Management segment in relation to its investment management activities. AUM are client assets where we provide investment management services, and include investment funds where we are the fund manager, investment advisory mandates to institutions, and other client accounts where we have discretionary portfolio management responsibilities. IPC's AUM, sales and redemptions have been disclosed as Discontinued operations under AUM.
- **Assets Under Management and Advisement including Strategic Investments (AUM&A including SI)** represents AUM&A including the Company's proportionate share of the AUM&A of Strategic Investments based on the Company's direct and indirect ownership of the Strategic Investments. The Strategic Investments included are those whose activities are primarily in asset and wealth management, and include a 27.8% interest in China Asset Management Co., Ltd., 56% interest in Northleaf Capital Group Ltd., 20.5% interest in Rockefeller Capital Management and a 24.3% interest in Wealthsimple Financial Corp. Rockefeller client assets include assets under management and advisement as well as assets held for investment purposes and only receiving administrative services.
- **Working Capital** which consists of current assets less current liabilities excluding assets and liabilities not reflective of ongoing operations.

IGM Financial Inc.

Summary of Consolidated Operating Results

IGM Financial Inc. (TSX:IGM) is a leading wealth and asset management company supporting advisors and the clients they serve in Canada, and institutional investors throughout North America, Europe and Asia. The Company operates through a number of operating subsidiaries and also holds a number of strategic investments that provide benefits to these subsidiaries while furthering the Company's growth prospects. The Company's principle operating subsidiaries are wealth manager IG Wealth Management (IG) and asset manager Mackenzie Investments (Mackenzie). The Company also operates through wealth manager Investment Planning Counsel (IPC) and has strategic investments in Great-West Lifeco Inc. (Lifeco), China Asset Management Co., Ltd. (ChinaAMC), Rockefeller Capital Management (Rockefeller), Northleaf Capital Group Ltd. (Northleaf), and Wealthsimple Financial Corp. (Wealthsimple) as described more fully later in this MD&A.

IGM Financial's assets under management and advisement were \$261.1 billion as at June 30, 2023, compared with \$242.1 billion at June 30, 2022 and \$249.4 billion at December 31, 2022, as detailed in Tables 6 and 7. Average total assets under management and advisement for the second quarter of 2023 were \$259.9 billion compared to \$255.3 billion in the second quarter of 2022. Average total assets under management and advisement for the six months ended June 30, 2023 were \$258.7 billion compared to \$262.3 billion for the six months ended June 30, 2022.

Total assets under management were \$221.4 billion at June 30, 2023, compared with \$208.5 billion at June 30, 2022 and \$212.4 billion at December 31, 2022. Average total assets under management for the second quarter of 2023 were \$220.5 billion compared to \$220.3 billion in the second quarter of 2022. Average total assets under management for the six months ended June 30, 2023 were \$219.7 billion compared to \$226.5 billion for the comparative period in 2022.

IGM Financial's assets under management and advisement including Strategic Investments were \$402.8 billion as at June 30, 2023, compared with \$305.0 billion at June 30, 2022 and \$314.3 billion at December 31, 2022, as detailed in Table 6.

Net earnings available to common shareholders for the three months ended June 30, 2023 were \$138.2 million or \$0.58 per share compared with net earnings available to common shareholders of \$207.1 million or \$0.87 per share for the comparative period in 2022, representing a decrease of 33.3% in earnings per share. Net earnings available to common

shareholders for the six months ended June 30, 2023 were \$519.5 million or \$2.18 per share compared to net earnings available to common shareholders of \$426.4 million or \$1.78 per share for the comparative period in 2022, representing an increase of 22.5% in earnings per share.

Adjusted net earnings available to common shareholders, excluding other items outlined below, for the three months ended June 30, 2023 were \$205.5 million or \$0.86 per share compared to adjusted net earnings available to common shareholders of \$207.1 million or \$0.87 per share in 2022. Adjusted net earnings available to common shareholders, excluding other items outlined below, for the six months ended June 30, 2023 were \$412.0 million or \$1.73 per share compared to adjusted net earnings available to common shareholders of \$426.4 million or \$1.78 per share in 2022.

Other items for the six months ended June 30, 2023 consisted of:

- Restructuring and other charges of \$76.2 million after-tax (\$103.3 million pre-tax), recorded in the second quarter, related to further streamlining and simplifying the Company's operating model to better align with business priorities. The initiatives include:
 - Organizational structure changes including aligning the Company's organizational structure to advance the growing needs of the business and deliver against key strategic initiatives. It also includes optimizing the Company's resources and talent structure to advance the growing needs of the business, enable partnerships across the business and operate more efficiently and effectively.
 - Digital transformation to retire duplicate systems and to automate and modernize our technology infrastructure to enhance efficiencies and the Company's ability to service client needs.
 - Real estate consolidation of IG Wealth's footprint to reflect the adoption of hybrid work and new technologies.
- A gain on the sale of a portion of the Company's investment in Lifeco of \$168.6 million after-tax (\$172.9 million pre-tax), consisting of \$174.8 million recorded in the first quarter and a decrease of \$6.2 million that was recorded on a prospective basis in the second quarter.
- Lifeco IFRS 17 adjustment of \$15.1 million, recorded in the second quarter, representing a change of estimate which has been recorded on a prospective basis.

Shareholders' equity was \$6.2 billion as at June 30, 2023, compared to \$6.1 billion at December 31, 2022. Adjusted

ROE (a non-IFRS ratio – see Non-IFRS Financial Measures and Other Financial Measures) for the six months ended June 30, 2023 was 13.3% compared with 13.9% for the comparative period in 2022. Adjusted ROE excluding the impact of fair value through other comprehensive income investments (a non-IFRS ratio – see Non-IFRS Financial Measures and Other Financial Measures) for the six months ended June 30, 2023 was 14.0% compared with 15.6% for the comparative period in 2022. The quarterly dividend per common share declared in the second quarter of 2023 was 56.25 cents, unchanged from the first quarter of 2023.

Q2 2023 Developments

Rockefeller Capital Management (Rockefeller)

On April 3, 2023, IGM Financial purchased a 20.5% equity interest in Rockefeller Capital Management (Rockefeller), a leading U.S. independent financial services advisory firm, for consideration of approximately USD \$622 million.

Highlights of the Rockefeller transaction include:

- the expansion of IGM's wealth management footprint, through Rockefeller, into the U.S., with a brand and business model focused on the high-net-worth and ultra-high-net-worth segments;
- a strategic ownership position with two board seats and rights enhancing IGM's opportunity to increase its equity interest in Rockefeller in the future; and

Table 1: Reconciliation of Non-IFRS Financial Measures

	Three months ended			Six months ended	
	2023 Jun. 30	2023 Mar. 31	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30
(\$ millions except EPS)					
Adjusted net earnings available to common shareholders⁽¹⁾	\$ 205.5	\$ 206.5	\$ 207.1	\$ 412.0	\$ 426.4
Restructuring and other, net of tax	(76.2)	–	–	(76.2)	–
Gain on sale of Lifeco, net of tax	(6.2)	174.8	–	168.6	–
Lifeco IFRS 17 adjustment	15.1	–	–	15.1	–
Net earnings available to common shareholders	\$ 138.2	\$ 381.3	\$ 207.1	\$ 519.5	\$ 426.4
Adjusted earnings per share⁽¹⁾	\$ 0.86	\$ 0.87	\$ 0.87	\$ 1.73	\$ 1.78
Restructuring and other, net of tax	(0.32)	–	–	(0.32)	–
Gain on sale of Lifeco, net of tax	(0.02)	0.73	–	0.71	–
Lifeco IFRS 17 adjustment	0.06	–	–	0.06	–
Earnings per share⁽²⁾	\$ 0.58	\$ 1.60	\$ 0.87	\$ 2.18	\$ 1.78
Average outstanding shares – Diluted (thousands)	238,631	238,424	239,242	238,619	240,215
EBITDA before sales commissions⁽¹⁾	\$ 351.8	\$ 344.3	\$ 343.5	\$ 696.1	\$ 703.5
Sales-based commissions paid	(26.5)	(33.3)	(33.5)	(59.8)	(83.0)
EBITDA after sales commissions⁽¹⁾	325.3	311.0	310.0	636.3	620.5
Sales-based commissions paid subject to amortization	26.5	33.3	31.2	59.8	75.7
Amortization of capitalized sales commissions	(22.9)	(21.9)	(18.9)	(44.8)	(36.6)
Amortization of capital, intangible and other assets	(26.7)	(26.2)	(26.1)	(52.9)	(51.4)
Adjusted earnings before interest and income taxes⁽¹⁾	302.2	296.2	296.2	598.4	608.2
Interest expense ⁽³⁾	32.9	28.2	28.4	61.1	56.5
Adjusted earnings before income taxes – continuing and discontinued operations⁽¹⁾	269.3	268.0	267.8	537.3	551.7
Income taxes	63.2	60.3	59.4	123.5	123.2
Adjusted net earnings⁽¹⁾	206.1	207.7	208.4	413.8	428.5
Restructuring and other, net of tax	(76.2)	–	–	(76.2)	–
Gain on sale of Lifeco, net of tax	(6.2)	174.8	–	168.6	–
Lifeco IFRS 17 adjustment	15.1	–	–	15.1	–
Net earnings	\$ 138.8	\$ 382.5	\$ 208.4	\$ 521.3	\$ 428.5

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

(2) Diluted earnings per share.

(3) Interest expense includes interest on long-term debt and leases and in Q2 2023, also included interest on the credit facility.

- the opportunity for knowledge sharing and collaboration between Rockefeller and IGM's wealth management business, IG Wealth Management.

Concurrently with the Rockefeller transaction, IGM announced that it has entered into an agreement to sell 100% of Investment Planning Counsel Inc. (IPC) to The Canada Life Assurance Company (Canada Life) for \$575 million. Payment for the Rockefeller transaction of USD \$622 million was completed on June 2, 2023.

The financial results of Rockefeller are recorded in the Company's Strategic Investments and Other segment.

Investment Planning Counsel Inc. (IPC) – Discontinued Operations

On April 3, 2023, IGM Financial announced the sale of 100% of the common shares of Investment Planning Counsel Inc. (IPC) for cash consideration of \$575 million. The transaction is expected to close by the end of 2023, subject to regulatory approvals.

In accordance with IFRS 5 – *Non-Current Assets Held for Sale and Discontinued Operations*, the operating results and cash flows of IPC have been classified as discontinued operations within the Wealth Management segment. The related assets and liabilities have been classified as assets and liabilities held for sale.

Net earnings from discontinued operations for all periods under review are reported as a separate line item in Tables 2, 3 and 4 – *Consolidated Operating Results by Segment*, and Table 7 – *Summary of Quarterly Results*.

Market Overview

Financial market returns were generally positive for the second quarter of 2023:

- The S&P TSX Composite total return index, increased by 1.1% in the second quarter of 2023 and by 4.6% in the first quarter.
- U.S. equity markets, as measured by the S&P 500 total return index, increased by 8.7% in the second quarter of 2023 and by 7.5% in the first quarter.
- European equity markets, as measured by the MSCI Europe net total return index, increased by 2.3% in the second quarter of 2023 and 8.6% in the first quarter.
- Asian equity markets, as measured by the MSCI AC Asia Pacific net total return index, increased by 1.3% in the second quarter of 2023 and by 4.8% in the first quarter.
- Chinese equity markets, as measured by the CSI 300 net total return index, decreased by 4.0% in the second quarter of 2023 and increased by 4.7% in the first quarter.
- The FTSE TMX Canada Universe Bond total return index decreased by 0.7% in the second quarter of 2023 and increased by 3.2% in the first quarter.

- Our clients experienced average investment returns of 1.1% in the second quarter of 2023 and 4.4% in the first quarter.

IGM Financial's assets under management and advisement increased by 4.7% from \$249.4 billion at December 31, 2022 to \$261.1 billion at June 30, 2023. See Table 27 for the composition of IGM Financial's assets under management by asset class.

Reportable Segments

The Company's reportable segments are Wealth Management, Asset Management and Strategic Investments & Other and reflect the Company's internal financial reporting and performance measurement (Tables 2, 3 and 4):

- **Wealth Management** – reflects the activities of operating companies that are principally focused on providing financial planning and related services to Canadian households. This segment includes the activities of IG Wealth Management and Investment Planning Counsel, which has been classified as discontinued operations. These firms are retail distribution organizations that serve Canadian households through their securities dealers, mutual fund dealers and other subsidiaries licensed to distribute financial products and services. A majority of the revenues of this segment are derived from providing financial advice and distributing financial products and services to Canadian households. This segment also includes the investment management activities of these organizations, including mutual fund management and discretionary portfolio management services.
- **Asset Management** – reflects the activities of operating companies primarily focused on providing investment management services, and represents the operations of Mackenzie Investments. Investment management services are provided to a suite of investment funds that are distributed through third party dealers and financial advisors, and through institutional advisory mandates to financial institutions, pensions and other institutional investors.
- **Strategic Investments and Other** – primarily represents the key strategic investments made by the Company, including China Asset Management Co., Ltd., Great-West Lifeco Inc., Northleaf Capital Group Ltd., Rockefeller Capital Management, Wealthsimple Financial Corp., and Portage Ventures LPs, as well as unallocated capital. Investments are classified in this segment (as opposed to the Wealth Management or Asset Management segment) when warranted due to different market segments, growth profiles or other unique characteristics.

Assets Under Management and Advisement (AUM&A)

represents the consolidated AUM and AUA of IGM Financial. In the Wealth Management segment, AUM is a component part of AUA. All instances where the asset management segment is providing investment management services or distributing

Table 2: Consolidated Operating Results by Segment – Q2 2023 vs. Q2 2022

<i>Three months ended</i> (\$ millions)	Wealth Management		Asset Management		Strategic Investments & Other		Intersegment Eliminations		Total	
	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30
Revenues										
Wealth management	\$ 554.0	\$ 535.3	\$ -	\$ -	\$ -	\$ -	\$ (1.5)	\$ -	\$ 552.5	\$ 535.3
Asset management	-	-	264.2	269.7	-	-	(25.5)	(27.8)	238.7	241.9
Dealer compensation expense	-	-	(78.8)	(82.1)	-	-	(0.7)	-	(79.5)	(82.1)
Net asset management	-	-	185.4	187.6	-	-	(26.2)	(27.8)	159.2	159.8
Net investment income and other	4.0	(1.3)	1.0	(1.1)	3.5	1.8	(0.4)	0.2	8.1	(0.4)
Proportionate share of associates' earnings	-	-	-	-	42.9	50.0	-	-	42.9	50.0
	558.0	534.0	186.4	186.5	46.4	51.8	(28.1)	(27.6)	762.7	744.7
Expenses										
Advisory and business development	233.0	222.0	21.0	21.5	-	-	-	-	254.0	243.5
Operations and support	105.2	103.2	89.2	88.4	1.2	2.0	(0.2)	-	195.4	193.6
Sub-advisory	43.0	42.0	1.1	1.2	-	-	(27.7)	(27.8)	16.4	15.4
	381.2	367.2	111.3	111.1	1.2	2.0	(27.9)	(27.8)	465.8	452.5
Adjusted earnings before interest and taxes⁽¹⁾	176.8	166.8	75.1	75.4	45.2	49.8	(0.2)	0.2	269.9	292.2
Interest expense ⁽²⁾	24.0	22.4	6.1	5.9	-	-	(0.1)	-	30.0	28.3
Adjusted earnings before income taxes ⁽¹⁾	152.8	144.4	69.0	69.5	45.2	49.8	(0.1)	0.2	266.9	263.9
Income taxes	40.0	38.7	18.9	18.2	3.6	1.3	0.1	0.3	62.6	58.5
Adjusted net earnings – continuing operations⁽¹⁾	112.8	105.7	50.1	51.3	41.6	48.5	(0.2)	(0.1)	204.3	205.4
Net earnings – discontinued operations	4.0	3.1	-	-	-	-	(2.2)	(0.1)	1.8	3.0
Adjusted net earnings⁽¹⁾	116.8	108.8	50.1	51.3	41.6	48.5	(2.4)	(0.2)	206.1	208.4
Non-controlling interest	-	-	-	-	0.6	1.3	-	-	0.6	1.3
Adjusted net earnings available to common shareholders⁽¹⁾	\$ 116.8	\$ 108.8	\$ 50.1	\$ 51.3	\$ 41.0	\$ 47.2	\$ (2.4)	\$ (0.2)	205.5	207.1
Other items⁽¹⁾, net of tax										
Restructuring and other									(76.2)	-
Gain on sale of Lifeco									(6.2)	-
Lifeco IFRS 17 adjustment									15.1	-
Net earnings available to common shareholders									\$ 138.2	\$ 207.1

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

(2) Interest expense includes interest on long-term debt and leases.

its products through the Wealth Management segment are eliminated in our reporting such that there is no double-counting of the same client savings held at IGM Financial's operating companies. IPC's AUM, AUA, sales, redemptions and net flows have been disclosed as Discontinued operations under AUM&A.

Assets Under Advisement (AUA) are the key driver of the Wealth Management segment. AUA are savings and

investment products held within client accounts of our Wealth Management segment operating companies.

Assets Under Management (AUM) are the key driver of the Asset Management segment. AUM are a secondary driver of revenues and expenses within the Wealth Management segment in relation to its investment management activities. AUM are client assets where we provide investment management services, and include investment funds where

Table 3: Consolidated Operating Results by Segment – Six Months Ended

Six months ended (\$ millions)	Wealth Management		Asset Management		Strategic Investments & Other		Intersegment Eliminations		Total	
	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30
Revenues										
Wealth management	\$ 1,089.7	\$ 1,096.5	\$ -	\$ -	\$ -	\$ -	\$ (3.1)	\$ -	\$ 1,086.6	\$ 1,096.5
Asset management	-	-	526.0	554.5	-	-	(51.2)	(56.5)	474.8	498.0
Dealer compensation expense	-	-	(157.5)	(173.2)	-	-	(1.3)	-	(158.8)	(173.2)
Net asset management	-	-	368.5	381.3	-	-	(52.5)	(56.5)	316.0	324.8
Net investment income and other	7.4	(1.9)	5.5	(3.7)	6.9	2.5	(0.7)	0.2	19.1	(2.9)
Proportionate share of associates' earnings	-	-	-	-	95.9	98.4	-	-	95.9	98.4
	1,097.1	1,094.6	374.0	377.6	102.8	100.9	(56.3)	(56.3)	1,517.6	1,516.8
Expenses										
Advisory and business development	456.0	446.8	43.7	41.7	-	-	-	-	499.7	488.5
Operations and support	213.4	211.9	181.7	181.5	2.3	3.4	(0.2)	(0.1)	397.2	396.7
Sub-advisory	85.6	86.6	2.2	2.7	-	-	(55.6)	(56.5)	32.2	32.8
	755.0	745.3	227.6	225.9	2.3	3.4	(55.8)	(56.6)	929.1	918.0
Adjusted earnings before interest and taxes⁽¹⁾	342.1	349.3	146.4	151.7	100.5	97.5	(0.5)	0.3	588.5	598.8
Interest expense ⁽²⁾	46.3	44.5	11.9	11.7	-	-	(0.1)	-	58.1	56.2
Adjusted earnings before income taxes ⁽¹⁾	295.8	304.8	134.5	140.0	100.5	97.5	(0.4)	0.3	530.4	542.6
Income taxes	78.4	81.5	36.0	36.6	7.2	2.4	-	0.3	121.6	120.8
Adjusted net earnings – continuing operations⁽¹⁾	217.4	223.3	98.5	103.4	93.3	95.1	(0.4)	-	408.8	421.8
Net earnings – discontinued operations	7.0	6.9	-	-	-	-	(2.0)	(0.2)	5.0	6.7
Adjusted net earnings⁽¹⁾	224.4	230.2	98.5	103.4	93.3	95.1	(2.4)	(0.2)	413.8	428.5
Non-controlling interest	0.2	-	-	-	1.6	2.1	-	-	1.8	2.1
Adjusted net earnings available to common shareholders⁽¹⁾	\$ 224.2	\$ 230.2	\$ 98.5	\$ 103.4	\$ 91.7	\$ 93.0	\$ (2.4)	\$ (0.2)	412.0	426.4
Other items⁽¹⁾, net of tax										
Restructuring and other									(76.2)	-
Gain on sale of Lifeco									168.6	-
Lifeco IFRS 17 adjustment									15.1	-
Net earnings available to common shareholders									\$ 519.5	\$ 426.4

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

(2) Interest expense includes interest on long-term debt and leases.

we are the fund manager, investment advisory mandates to institutions, and other client accounts where we have discretionary portfolio management responsibilities. IPC's AUM, sales and redemptions have been disclosed as Discontinued operations under AUM.

Assets Under Management and Advisement including Strategic Investments (AUM&A including SI) represents AUM&A including the Company's proportionate share of the

AUM&A of Strategic Investments based on the Company's direct and indirect ownership of the Strategic Investments. The Strategic Investments included are those whose activities are primarily in asset and wealth management, and include a 27.8% interest in ChinaAMC, 56% interest in Northleaf, 20.5% interest in Rockefeller and a 24.3% interest in Wealthsimple. Rockefeller client assets include assets under management and advisement as well as assets held for investment purposes and only receiving administrative services.

Table 4: Consolidated Operating Results by Segment – Q2 2023 vs. Q1 2023

<i>Three months ended</i> (\$ millions)	Wealth Management		Asset Management		Strategic Investments & Other		Intersegment Eliminations		Total	
	2023 Jun. 30	2023 Mar. 31	2023 Jun. 30	2023 Mar. 31	2023 Jun. 30	2023 Mar. 31	2023 Jun. 30	2023 Mar. 31	2023 Jun. 30	2023 Mar. 31
Revenues										
Wealth management	\$ 554.0	\$ 535.7	\$ -	\$ -	\$ -	\$ -	\$ (1.5)	\$ (1.6)	\$ 552.5	\$ 534.1
Asset management	-	-	264.2	261.8	-	-	(25.5)	(25.7)	238.7	236.1
Dealer compensation expense	-	-	(78.8)	(78.7)	-	-	(0.7)	(0.6)	(79.5)	(79.3)
Net asset management	-	-	185.4	183.1	-	-	(26.2)	(26.3)	159.2	156.8
Net investment income and other	4.0	3.4	1.0	4.5	3.5	3.4	(0.4)	(0.3)	8.1	11.0
Proportionate share of associates' earnings	-	-	-	-	42.9	53.0	-	-	42.9	53.0
	558.0	539.1	186.4	187.6	46.4	56.4	(28.1)	(28.2)	762.7	754.9
Expenses										
Advisory and business development	233.0	223.0	21.0	22.7	-	-	-	-	254.0	245.7
Operations and support	105.2	108.2	89.2	92.5	1.2	1.1	(0.2)	-	195.4	201.8
Sub-advisory	43.0	42.6	1.1	1.1	-	-	(27.7)	(27.9)	16.4	15.8
	381.2	373.8	111.3	116.3	1.2	1.1	(27.9)	(27.9)	465.8	463.3
Adjusted earnings before interest and taxes⁽¹⁾	176.8	165.3	75.1	71.3	45.2	55.3	(0.2)	(0.3)	296.9	291.6
Interest expense ⁽²⁾	24.0	22.3	6.1	5.8	-	-	(0.1)	-	30.0	28.1
Adjusted earnings before income taxes ⁽¹⁾	152.8	143.0	69.0	65.5	45.2	55.3	(0.1)	(0.3)	266.9	263.5
Income taxes	40.0	38.4	18.9	17.1	3.6	3.6	0.1	(0.1)	62.6	59.0
Adjusted net earnings – continuing operations⁽¹⁾	112.8	104.6	50.1	48.4	41.6	51.7	(0.2)	(0.2)	204.3	204.5
Net earnings – discontinued operations	4.0	3.0	-	-	-	-	(2.2)	0.2	1.8	3.2
Adjusted net earnings⁽¹⁾	116.8	107.6	50.1	48.4	41.6	51.7	(2.4)	-	206.1	207.7
Non-controlling interest	-	0.2	-	-	0.6	1.0	-	-	0.6	1.2
Adjusted net earnings available to common shareholders⁽¹⁾	\$ 116.8	\$ 107.4	\$ 50.1	\$ 48.4	\$ 41.0	\$ 50.7	\$ (2.4)	\$ -	205.5	206.5
Other items⁽¹⁾, net of tax										
Restructuring and other									(76.2)	-
Gain on sale of Lifeco									(6.2)	174.8
Lifeco IFRS 17 adjustment									15.1	-
Net earnings available to common shareholders									\$ 138.2	\$ 381.3

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

(2) Interest expense includes interest on long-term debt and leases.

Financial Presentation

The financial presentation includes revenues and expenses to align with the key drivers of business activity and to reflect our emphasis on business growth and operational efficiency. The categories are as follows:

- **Wealth management revenue** – revenues earned by the Wealth Management segment for providing financial planning, investment advisory and related financial services. Revenues

include financial advisory fees, investment management and related administration fees, distribution revenue associated with insurance and banking products and services, and revenue relating to mortgage lending activities.

- **Asset management revenue** – revenues earned by the Asset Management segment related to investment management advisory and administrative services.

- **Dealer compensation** – asset-based and sales-based compensation paid to dealers by the Asset Management segment.
- **Advisory and business development expenses** – expenses incurred on activities directly associated with providing financial planning services to clients of the Wealth Management segment and wholesale distribution activities performed by the Asset Management segment. Expenses include compensation, recognition and other support provided to our advisors, field management, product & planning specialists; expenses associated with facilities, technology and training relating to our advisors and specialists; other business development activities including direct marketing and advertising. A significant component of these expenses varies directly with levels of assets under management or advisement, business development measures including sales and client acquisition, and the number of advisor and client relationships.
- **Operations and support expenses** – expenses associated with business operations, including technology and business processes; in-house investment management and product shelf management; corporate management and support functions. These expenses primarily reflect compensation, technology and other service provider expenses.
- **Sub-advisory expenses** – reflects fees relating to investment management services provided by third party or related party investment management organizations. These fees typically are variable with the level of assets under management. These fees include investment advisory services performed for the Wealth Management segment by the Asset Management segment.

Interest expense represents interest expense on long-term debt and leases. The change in interest expense for the three and six month periods resulted from the impact of the issuance of \$300 million 5.426% debentures on May 26, 2023. Interest expense is allocated to each segment based on management's assessment of: i) capacity to service the debt, and ii) where the

debt is being serviced. Interest expense of \$2.7 million related to the credit facility is included in discontinued operations for the three months ended June 30, 2023.

Income taxes are reported in each segment. IGM Financial consolidated changes in the effective tax rates are detailed in Table 5.

Tax planning may result in the Company recording lower levels of income taxes. Management monitors the status of its income tax filings and regularly assesses the overall adequacy of its provision for income taxes and, as a result, income taxes recorded in prior years may be adjusted in the current year. The effect of changes in management's best estimates reported in adjusted net earnings is reflected in Other, which also includes, but is not limited to, the effect of lower effective income tax rates on foreign operations.

Other items, as reflected in Tables 2, 3 and 4, include the after-tax impact of any item that management considers to be of a non-recurring nature or that could make the period-over-period comparison of results from operations less meaningful and are not allocated to segments.

Other items in the three and six months ended June 30, 2023, included:

- Restructuring and other charges of \$76.2 million after-tax (\$103.3 million pre-tax), recorded in the second quarter, related to further streamlining and simplifying the Company's operating model to better align with business priorities. The initiatives include:
 - Organizational structure changes including aligning the Company's organizational structure to advance the growing needs of the business and deliver against key strategic initiatives. It also includes optimizing the Company's resources and talent structure to advance the growing needs of the business, enable partnerships across the business and operate more efficiently and effectively.
 - Digital transformation to retire duplicate systems and to automate and modernize our technology infrastructure to

Table 5: Effective Income Tax Rate

	Three months ended			Six months ended	
	2023 Jun. 30	2023 Mar. 31	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30
Income taxes at Canadian federal and provincial statutory rates	26.55 %	26.71 %	26.63 %	26.66 %	26.63 %
Effect of:					
Proportionate share of associates' earnings	(4.92)	(2.52)	(4.44)	(3.21)	(4.25)
Other	0.39	0.08	0.01	0.18	(0.05)
Effective income tax rate – before other items	22.02	24.27	22.20	23.63	22.33
Gain on sale of Lifeco	0.94	(9.82)	–	(6.78)	–
Lifeco IFRS 17 adjustment	(2.30)	–	–	(0.65)	–
Effective income tax rate – net earnings	20.66 %	14.45 %	22.20 %	16.20 %	22.33 %

enhance efficiencies and the Company's ability to service client needs.

- Real estate consolidation of IG Wealth's footprint to reflect the adoption of hybrid work and new technologies.
- A gain on the sale of a portion of the Company's investment in Lifeco of \$168.6 million after-tax (\$172.9 million pre-tax), consisting of \$174.8 million recorded in the first quarter and a decrease of \$6.2 million that was recorded on a prospective basis in the second quarter.
- Lifeco IFRS 17 adjustment of \$15.1 million, recorded in the second quarter, representing a change of estimate which has been recorded on a prospective basis.

Total Assets Under Management and Advisement

Assets under management and advisement were \$261.1 billion at June 30, 2023 compared to \$242.1 billion at June 30, 2022, an increase of 7.9%, as detailed in Table 6. Total assets under management were \$221.4 billion at June 30, 2023 compared to \$208.5 billion at June 30, 2022, an increase of 6.2%.

Net outflows in the second quarter of 2023 were \$821 million compared to net outflows of \$527 million in the second quarter of 2022, as detailed in Table 6. Second quarter investment fund net redemptions were \$1.1 billion compared to net redemptions of \$918 million in 2022. Net inflows for the six months ended June 30, 2023 were \$169 million compared to \$1.9 billion in 2022, as detailed in Table 6. Investment fund net redemptions for the six month period were \$1.3 billion in 2023 compared to net sales of \$1.6 billion in 2022. Net flows and net sales are based on assets under management and advisement excluding sub-advisory assets to Canada Life and to the Wealth Management segment.

The Company also benefits from the underlying assets under management of the Company's investments in associates, including ChinaAMC, Northleaf, Rockefeller and its investment in Wealthsimple which is classified as Fair Value through Other Comprehensive Income. The Company has included its proportionate share of the AUM&A of these investments in its Consolidated AUM&A including Strategic Investments based on its direct and indirect interest in these companies.

At June 30, 2023, ChinaAMC's AUM was RMB¥ 1,801.7 billion (\$328.9 billion) compared to RMB¥ 1,740.2 billion (\$334.5 billion) at June 30, 2022, an increase of 3.5% (CAD\$ decrease of 1.7%). IGM Financial held a 13.9% interest in ChinaAMC on December 31, 2022, which was increased to 27.8% on January 12, 2023.

At June 30, 2023, Northleaf's AUM was \$25.2 billion compared to \$22.0 billion at June 30, 2022, an increase of 14.5%. IGM Financial holds a 56% economic interest in Northleaf.

At June 30, 2023, Rockefeller's client assets were USD \$112.2 billion (\$148.6 billion). IGM Financial holds a 20.5% interest in Rockefeller.

At June 30, 2023, Wealthsimple's AUA was \$23.4 billion compared to \$16.9 billion at June 30, 2022, an increase of 38.5%. IGM Financial holds a 24.3% interest in Wealthsimple.

Changes in assets under management for the Wealth Management and Asset Management segments are discussed further in each of their respective Review of the Business sections in the MD&A.

Summary of Quarterly Results

The Summary of Quarterly Results in Table 7 includes the eight most recent quarters and the reconciliation of non-IFRS financial measures to net earnings in accordance with IFRS.

Changes in average daily investment fund assets under management over the eight most recent quarters, as shown in Table 7, largely reflect the impact of changes in domestic and foreign markets and net sales of the Company.

Table 6: Assets Under Management and Advisement

(\$ millions)	Wealth Management ⁽¹⁾		Asset Management ⁽²⁾		Intercompany Eliminations ⁽³⁾		Consolidated	
			Mackenzie Investments					
	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30
Three months ended								
Gross flows								
Mutual fund gross sales ⁽⁴⁾	\$ 2,581	\$ 2,590	\$ 1,742	\$ 1,735	\$ -	\$ -	\$ 4,323	\$ 4,325
Dealer gross inflows ⁽³⁾	2,795	3,068	-	-	-	-	2,795	3,068
Discontinued operations inflows	1,033	1,043	-	-	-	-	1,033	1,043
Net flows								
Mutual fund net sales ⁽⁴⁾	(509)	(99)	(701)	(758)	-	-	(1,210)	(857)
ETF net creations	-	-	85	(61)	-	-	85	(61)
Investment fund net sales	(509)	(99)	(616)	(819)	-	-	(1,125)	(918)
Institutional SMA net sales ⁽⁵⁾	-	-	273	(133)	-	-	273	(133)
IGM product net sales	(509)	(99)	(343)	(952)	-	-	(852)	(1,051)
Other dealer net flows	85	488	-	-	-	7	85	495
Discontinued operations net flows	(88)	11	-	-	34	18	(54)	29
Total net flows ⁽³⁾	(511)	402	(343)	(952)	33	23	(821)	(527)
Six months ended								
Gross flows								
Mutual fund gross sales ⁽⁴⁾	\$ 5,602	\$ 6,492	\$ 4,031	\$ 4,656	\$ -	\$ -	\$ 9,633	\$ 11,148
Dealer gross inflows ⁽³⁾	6,458	7,068	-	-	-	-	6,458	7,068
Discontinued operations inflows	2,382	2,385	-	-	-	-	2,382	2,385
Net flows								
Mutual fund net sales ⁽⁴⁾	(782)	1,165	(615)	(176)	-	-	(1,397)	989
ETF net creations ⁽⁶⁾	-	-	71	657	-	-	71	657
Investment fund net sales	(782)	1,165	(544)	481	-	-	(1,326)	1,646
Institutional SMA net sales ⁽⁵⁾	-	-	371	(560)	-	-	371	(560)
IGM product net sales	(782)	1,165	(173)	(79)	-	-	(955)	1,086
Other dealer net flows	862	690	-	-	-	3	862	693
Discontinued operations net flows	225	171	-	-	37	(11)	262	160
Total net flows ⁽³⁾	307	2,029	(173)	(79)	35	(11)	169	1,939

(1) Effective January 2023, Mackenzie Investment fund products sold through IG Wealth Management are reported within IG Wealth Management's AUM and Mackenzie Sub-advisory and AUM to Wealth Management.

(2) Asset Management flows activity excludes sub-advisory to Canada Life and the Wealth Management segment.

(3) Consolidated results eliminate double counting where business is reflected within multiple segments.

(4) IG Wealth Management AUM and net sales include separately managed accounts.

(5) Sub-advisory, institutional and other accounts

- During the second quarter of 2023, Mackenzie onboarded an institutional mandate of \$490 million.

- During the first quarter of 2022, an institutional investor redeemed \$291 million within products Mackenzie sub-advises.

(6) ETFs - During the six month period of 2022, Wealthsimple made allocation changes which resulted in \$675 million in purchases in Mackenzie ETFs.

Table 6: Assets Under Management and Advisement (continued)

	Wealth Management		Asset Management		Intercompany Eliminations ⁽¹⁾		Consolidated	
	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30
(\$ millions)								
Six months ended								
Assets under Management and Advisement								
Wealth Management								
IG Wealth Management AUM ⁽²⁾	\$ 104,761	\$ 96,603					\$ 104,761	\$ 96,603
IG Wealth Management Other AUA	12,053	8,871					12,053	8,871
Discontinued operations	30,995	28,692					30,995	28,692
AUA ⁽³⁾	147,802	134,159					147,802	134,159
Asset Management								
Mutual funds			\$ 56,371	\$ 53,576			56,371	53,576
ETFs ⁽⁴⁾			5,168	5,368			5,168	5,368
Investment funds			61,539	58,944			61,539	58,944
Institutional SMA			7,203	6,344			7,203	6,344
Sub-advisory to Canada Life			47,871	46,575			47,871	46,575
Total Institutional SMA			55,074	52,919			55,074	52,919
Third Party AUM			116,613	111,863			116,613	111,863
Sub-advisory and AUM to Wealth Management			76,722	72,855			76,722	72,855
Total AUM			193,335	184,718			193,335	184,718
Consolidated								
AUM	104,761	96,603	193,335	184,718	(76,722)	(72,855)	221,374	208,466
Other AUA	12,053	8,871	-	-	(3)	(822)	12,050	8,049
Discontinued operations	30,995	28,692	-	-	(3,313)	(3,124)	27,682	25,568
Consolidated AUM&A ⁽³⁾	147,802	134,159	193,335	184,718	(80,031)	(76,794)	261,106	242,083
Strategic investments⁽⁵⁾								
ChinaAMC							91,443	46,500
Northleaf							14,120	12,292
Rockefeller							30,395	-
Wealthsimple							5,686	4,107
							141,644	62,899
Consolidated AUM&A including strategic investments							402,750	304,982
Consolidated AUM&A including strategic investments and excluding discontinued operations							375,068	279,414

(1) Consolidated results eliminate double counting where business is reflected within multiple segments.

(2) IG Wealth Management AUM includes separately managed accounts.

(3) Net of intercompany eliminations between IG Wealth Management and Investment Planning Counsel (\$7 million at June 30, 2023 and \$7 million at June 30, 2022).

(4) ETF assets inclusive of IGM Financial's managed products were \$12.9 billion at June 30, 2023 (2022 - \$11.6 billion).

(5) Proportionate share of Strategic Investments AUM comprised of 27.8% (2022 - 13.9%) of ChinaAMC AUM, 56% (2022 - 56%) of Northleaf's AUM, 20.5% (2022 - nil) of Rockefeller's client assets, and 24.3% (2022 - 24.3%) of Wealthsimple's AUA.

Table 7: Summary of Quarterly Results

	2023 Q2	2023 Q1	2022 Q4	2022 Q3	2022 Q2	2022 Q1	2021 Q4	2021 Q3
Consolidated statements of earnings (\$ millions)								
Revenues								
Wealth management	\$ 552.5	\$ 534.1	\$ 530.8	\$ 532.6	\$ 535.3	\$ 561.2	\$ 582.7	\$ 572.0
Asset management	238.7	236.1	233.5	235.7	241.9	256.1	267.1	263.7
Dealer compensation expense	(79.5)	(79.3)	(77.0)	(77.4)	(82.1)	(91.1)	(91.7)	(90.9)
Net asset management	159.2	156.8	156.5	158.3	159.8	165.0	175.4	172.8
Net investment income and other	8.1	11.0	14.9	10.3	(0.4)	(2.5)	3.7	2.2
Proportionate share of associates' earnings	42.9	53.0	65.4	46.9	50.0	48.4	50.7	55.9
	762.7	754.9	767.6	748.1	744.7	772.1	812.5	802.9
Expenses								
Advisory and business development	254.0	245.7	238.5	235.1	243.5	245.0	243.8	229.4
Operations and support	195.4	201.8	200.0	189.9	193.6	203.1	193.2	186.2
Sub-advisory	16.4	15.8	15.5	15.2	15.4	17.4	17.5	17.0
Interest ⁽¹⁾	30.0	28.1	28.5	28.5	28.3	27.9	28.4	28.5
	495.8	491.4	482.5	468.7	480.8	493.4	482.9	461.1
Earnings before undernoted	266.9	263.5	285.1	279.4	263.9	278.7	329.6	341.8
Restructuring and other	(103.3)	-	-	-	-	-	-	-
Gain on sale of Lifeco	(6.2)	179.1	-	-	-	-	-	-
Lifeco IFRS 17 adjustment	15.1	-	-	-	-	-	-	-
Gain on sale of Personal Capital	-	-	-	-	-	-	10.6	-
Earnings before income taxes	172.5	442.6	285.1	279.4	263.9	278.7	340.2	341.8
Income taxes	35.5	63.3	61.8	63.4	58.5	62.3	77.1	76.2
Net earnings from continuing operations	137.0	379.3	223.3	216.0	205.4	216.4	263.1	265.6
Net earnings from discontinued operations	1.8	3.2	3.7	1.0	3.0	3.7	6.1	5.9
Net earnings	138.8	382.5	227.0	217.0	208.4	220.1	269.2	271.5
Non-controlling interest	0.6	1.2	2.3	0.9	1.3	0.8	0.7	0.7
Net earnings available to common shareholders	\$ 138.2	\$ 381.3	\$ 224.7	\$ 216.1	\$ 207.1	\$ 219.3	\$ 268.5	\$ 270.8
Reconciliation of non-IFRS financial measures (\$ millions)								
Adjusted net earnings available to common shareholders ⁽²⁾	\$ 205.5	\$ 206.5	\$ 224.7	\$ 216.1	\$ 207.1	\$ 219.3	\$ 260.8	\$ 270.8
Other items:								
Restructuring and other, net of tax (\$27.1 million)	(76.2)	-	-	-	-	-	-	-
Gain on sale of Lifeco, net of tax (Q1 – \$4.3 million)	(6.2)	174.8	-	-	-	-	-	-
Lifeco IFRS 17 adjustment	15.1	-	-	-	-	-	-	-
Gain on sale of Personal Capital, net of tax (\$2.9 million)	-	-	-	-	-	-	7.7	-
Net earnings available to common shareholders	\$ 138.2	\$ 381.3	\$ 224.7	\$ 216.1	\$ 207.1	\$ 219.3	\$ 268.5	\$ 270.8
Earnings per Share (\$)								
Adjusted earnings per share ⁽²⁾								
– Basic	\$ 0.86	\$ 0.87	\$ 0.95	\$ 0.91	\$ 0.87	\$ 0.91	\$ 1.09	\$ 1.13
– Diluted	0.86	0.87	0.94	0.91	0.87	0.91	1.08	1.13
Earnings per share								
– Basic	0.58	1.60	0.95	0.91	0.87	0.91	1.12	1.13
– Diluted	0.58	1.60	0.94	0.91	0.87	0.91	1.11	1.13
Average outstanding shares – Diluted (thousands)	238,631	238,424	237,958	237,808	239,242	241,251	241,443	240,575
Average assets under management and advisement (\$ billions)								
Investment fund assets under management	\$ 165.4	\$ 164.2	\$ 158.6	\$ 159.5	\$ 164.3	\$ 173.7	\$ 176.4	\$ 173.0
Total assets under management	220.5	219.0	211.9	212.6	220.3	233.1	236.3	232.7
Assets under management and advisement	259.9	257.6	247.8	247.2	255.3	269.5	272.0	267.4
Ending assets under management and advisement (\$ billions)								
Investment fund assets under management	\$ 166.3	\$ 165.6	\$ 158.9	\$ 153.0	\$ 155.5	\$ 173.3	\$ 178.9	\$ 171.3
Total assets under management	221.4	221.1	212.4	204.1	208.5	231.9	239.7	230.6
Assets under management and advisement	261.1	260.4	249.4	238.1	242.1	268.3	277.1	265.2

(1) Interest expense includes interest on long-term debt and leases.

(2) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

Wealth Management

The Wealth Management segment consists of both IG Wealth Management (IG) and Investment Planning Counsel, Inc. (IPC), which has been classified as discontinued operations.

Wealth Management revenue consists of:

- **Advisory fees** are related to providing financial advice to clients including fees related to the distribution of products and depend largely on the level and composition of assets under advisement.
- **Product and program fees** are related to the management of investment products and include management, administration and other related fees and depend largely on the level and composition of assets under management.

- **Other financial planning revenues** are fees related to providing clients other financial products including mortgages, insurance and banking products.

Sub-advisory fees are paid between segments and to third parties for investment management services provided to our investment products. Wealth Management is considered a client of the Asset Management segment and transfer pricing is based on values for similar sized asset management mandates.

Debt and interest expense is allocated to each IGM Financial segment based on management's assessment of: i) capacity to service the debt, and ii) where the debt is being serviced. Income taxes are also reported in each segment.

Review of the Business

IG Wealth Management, founded in 1926, is a leading wealth management company in Canada that focuses on providing comprehensive personal financial planning to Canadians.

Investment Planning Counsel, founded in 1996, is an independent distributor of financial products, services and advice in Canada, with 646 advisors.

The Wealth Management segment provides a comprehensive planning approach through its advisors by offering a broad range of financial products and services.

2023 Developments

Investment Planning Counsel

On April 3, 2023, IGM Financial announced the sale of 100% of the common shares of Investment Planning Counsel Inc. (IPC). The transaction is expected to close by the end of 2023, subject to regulatory approvals.

In accordance with IFRS 5 – *Non-Current Assets Held for Sale and Discontinued Operations*, the operating results and cash flows of IPC have been classified as discontinued operations within the Wealth Management segment. As a result, the operating results of IPC included within the Wealth Management segment Table 11 – *Operating Results – Wealth Management* have been classified as discontinued operations and are shown as a separate line item for all periods under review.

IG Wealth Management Developments

nesto

IG Wealth Management and nesto Inc. (nesto) entered into a strategic agreement in the fourth quarter of 2022 to have nesto provide next generation white label mortgage services to IG Wealth Management clients across Canada through its Mortgage Cloud solution. The initiative is part of IG Wealth Management's ongoing strategy to transform its business and follows the firm's modernization of its investment management and financial planning platforms.

IG Target Education Portfolios

The Company introduced the IG Target Education Portfolios that will invest in an asset mix that automatically evolves based on when a child is expected to begin their post-secondary studies, shifting from a focus on maximizing growth in early years to keep up with rising costs of education to focus on income and capital preservations as the target education date approaches. The IG Target Education Portfolios are designed to work in Registered Education Savings Plan accounts, which provide the benefits of the Canadian Savings Grant, tax-free growth and tax efficient education funding not available through traditional savings account.

Corporate Class Mutual Funds

In the second quarter of 2023, IG Wealth completed the wind-up of Investors Group Corporate Class Inc., which impacts its suite of corporate class funds. The corporate class funds were

either merged into their corresponding trust fund equivalent or, if no corresponding trust fund equivalent existed, a new fund was launched.

IG Wealth Management

IG Wealth Management is one of the largest independent financial planning firms in Canada, with advisors in every community from coast to coast. We are driven by our mission to inspire financial confidence that can transform the lives of our clients and their families and we are deeply committed to improving financial literacy in the communities where we work and live.

Our exclusive network is comprised of 3,243 advisors. IG Wealth Management clients are more than one million individuals, families and business owners.

Canadians hold \$6.5 trillion in discretionary financial assets with financial institutions at December 31, 2021, based on the most recent report from Investor Economics, and we view these savings as IG Wealth Management's addressable market. 77% of these savings are held by households with over \$1 million, which are referred to as high net worth, and another 20% reside with households with between \$100,000 and \$1 million, which are referred to as mass affluent. These segments tend to have more complicated financial needs, and IG Wealth Management's focus on providing comprehensive financial planning solutions positions it well to compete and grow in these segments.

Strategy

IG Wealth Management's promise is to inspire financial confidence.

IG Wealth has a client-centric strategy with a focus on high net worth (HNW) and mass affluent client segments, which we define as households with over \$1 million and between \$100 thousand and \$1 million, respectively.

IG Wealth Management is committed to increasing the financial confidence of all Canadians by leveraging our people, expertise and resources because we believe it will help create stronger communities and a better future for all.

We believe that Canadians deserve a high standard of advice that takes into consideration all dimensions of their financial lives with financial plans tailored to meet and adapt to their needs.

Our strategic mandate is to be Canada's financial partner of choice.

We achieve our strategic mandate by focusing on providing comprehensive financial advice and well-constructed investment solutions designed to deliver returns and risks that take into account each client's needs and requirements.

Financial Advice

Our advisors focus on providing financial advice which is the value of all efforts that sit outside the investment portfolio construction. This includes the value that an advisor adds to a client relationship and comes from the creation and follow through of a well-constructed financial plan.

Advisors

IG Wealth Management has a national distribution network of more than 3,000 advisors in communities throughout Canada. Our advisory services are most suited to individuals with complicated financial needs.

IG Wealth provides advice through two primary channels:

- IG Wealth Management entrepreneurial advisors are focused on the high net worth and mass affluent segments of the market by focusing on households with greater than \$250,000 of assets.
- IG Wealth Management has a corporate advice channel that is focused on supporting more than 250,000 clients with less complex requirements, while allowing our entrepreneurial advisor practices to focus on those clients with more complex needs.

Our entrepreneurial advisor network creates a competitive advantage and drives client engagement with a focus on comprehensive financial planning and product solutions. Our advantage is further enabled by hiring top quality advisors, increasing proficiency, improving technology, implementing a client segmentation approach and enhancing a strong brand.

Assets under advisement consists of the following:

- Clients with household assets greater than \$1 million (defined as "high net worth") which totalled \$42.0 billion at June 30, 2023, an increase of 23.3% from one year ago, and represented 36% of total assets under advisement.
- Clients with household assets between \$100 thousand and \$1 million (defined as "mass affluent") which totalled \$65.4 billion at June 30, 2023, an increase of 5.9% from one year ago, and represented 56% of total assets under advisement.
- Clients with household assets less than \$100 thousand (defined as "mass market") which totalled \$9.5 billion at June 30, 2023, a decrease of 2.3% from one year ago, and represented 8% of total assets under advisement.

IG Wealth Management advisor practices are industry leaders in holding a credentialed financial planning designation. These designations are nationally recognized financial planning qualifications that require an individual to demonstrate financial planning competence through education, standardized examinations, continuing education requirements, and accountability to ethical standards.

The following provides a breakdown of the IG Wealth Management advisor network into its significant components at June 30, 2023:

- 1,776 advisor practices (1,758 at June 30, 2022), which reflect advisors with more than four years of experience. These practices may include associates as described below. The level and productivity of advisor practices is a key measurement of our business as they serve clientele representing approximately 96% of AUM.
- 304 new advisors (389 at June 30, 2022), which are those advisors with less than four years of experience.
- 1,163 associates and regional vice-presidents (1,151 at June 30, 2022). Associates are licensed team members of advisor practices who provide financial planning services and advice to the clientele served by the team.
- IG Wealth Management had a total advisor network of 3,243 (3,298 at June 30, 2022).

IG Wealth Management uses advisor productivity as a key performance measure in evaluating its advisor network. The productivity is measured based on gross inflows per advisor and is monitored for both advisor recruits with less than 4 years experience and advisor practices with greater than 4 years experience.

- The advisor recruit's gross inflows were \$0.6 million per advisor compared to \$0.5 million in the comparative period of 2022.
- The advisor practice gross inflows were \$1.4 million per practice compared to \$1.5 million in the comparative period of 2022.

Key initiatives that impact advisor productivity are:

- Tightened recruiting standards that increased the likelihood of success while also enhancing our culture and brand.
- Corporate advice channel that provides consistent service levels to clients with less complex needs and creates capacity for advisors.
- Product and pricing enhancements with a focus on the high net worth and mass affluent segments.
- Continued technology enhancements such as the Advisor Desktop powered by Salesforce.
- IG Living Plan™ and other client experience enhancements.
- Digital application to deliver tailored client investment proposals (powered by CapIntel).

We also support advisors and clients through our network of product and planning specialists, who assist in the areas of advanced financial planning, insurance, and securities. Effective the first quarter of 2023 as part of the strategic mortgage partnership, we have engaged nesto to provide mortgage planning assistance to clients. These specialists help to ensure that we are providing comprehensive financial planning across

all elements of a client's financial life. Clients are served by our mutual fund licensed and securities licensed advisors and specialists.

Client Experiences

IG Wealth Management distinguishes itself from our competition by offering comprehensive planning to our clients that synchronize every aspect of their financial life. IG Wealth Management serves approximately one million clients located in communities throughout Canada. A primary focus is on advising and attracting high net worth and mass affluent clients.

For the distinct needs of the high net worth market, we offer IG Private Wealth Management which includes investment management, retirement, tax and estate planning services.

IG Living Plan™ allows clients to collaborate with an IG advisor through an enhanced digital experience to develop and track a financial plan which is unique to each client's goals.

IG Wealth Management has a full range of products that allow us to provide a tailored IG Living Plan that evolves over time. These products include:

- Powerful financial solutions that include investment vehicles that match risk and investment performance to each client's needs and requirements.
- Insurance products that include a variety of policy types from the leading insurers in Canada.
- Mortgage banking solutions that are offered as part of a comprehensive financial plan.

The Charitable Giving Program is a donor-advised giving program which enables Canadians to make donations and build an enduring charitable giving legacy with considerably less expense and complexity than setting up and administering their own private foundation.

The IG Advisory Account (IGAA) is a fee-based account that improves client experience by offering the ability to simplify and consolidate selected investments into a single account while providing all our clients with a transparent advisory fee. IGAA increases fee transparency and can hold most securities and investment products available in the marketplace to individual investors.

Financial Solutions

IG Wealth Management strives to achieve expected investment returns for the lowest possible risk through well-constructed investment portfolios, and to create value for clients through active management. To do this, we select and engage high-quality sub-advisors so our clients have access to a diverse range of investment products and solutions. Each asset manager is selected through a proven and rigorous process. We oversee all sub-advisors to ensure that their activities are consistent

with their investment philosophies and with the investment objectives and strategies of the products they advise.

Our investment solutions leverage top global asset manager relationships including Mackenzie Investments and other world class investment firms such as Fidelity Investments Canada, T. Rowe Price (Canada), Sagard Credit Partners, Portage, Beutel Goodman & Company, PanAgora Asset Management, PIMCO Canada Corp., Northleaf Capital Partners (Canada), BristolGate Capital Partners, Aristotle Capital Boston, Putnam Investments Canada, Franklin Templeton Investment Management, Wellington Management Canada, Rockefeller & Co., JPMorgan Asset Management (Canada), BlackRock Asset Management Canada, ClearBridge Investments, 1832 Asset Management (Dynamic), American Century Investment Management, and ChinaAMC.

We provide clients with an extensive suite of well-constructed and competitively priced financial solutions that incorporate public and private market investments as well as alternative investment strategies. We regularly enhance the scope and diversity of our investment offering with new funds and product changes that enable clients to achieve their goals. We believe that well-constructed managed solutions provide advisors with the best opportunity to focus on providing financial advice to their clients.

We provide portfolio construction with investment solutions that include public markets, private markets and alternative strategies.

Our investment solutions include:

- A deep and broad selection of mutual funds, diversified by manager, asset category, investment style, geography, market capitalization and sector.
- Managed solutions that rebalance investments to ensure that a chosen mix of investments and risk and return is maintained. These solutions include IG Core Portfolios, IG Managed Payout Portfolios, Investors Portfolios, IG Climate Action Portfolios, IG U.S. Taxpayer Portfolios, IG Target Education Portfolios, and IG Managed Risk Portfolios.
- **iProfile™ Portfolios** – iProfile Portfolios are a suite of four managed solutions that provide comprehensive diversification and are designed to suit personal preferences for risk tolerance and investment goals. These portfolios provide exposure similar to the investments of the iProfile Private Pools.
- **iProfile™ Private Portfolios** – iProfile Private Portfolios are model portfolios comprised of iProfile Private Pools, available for households with investments held at IG Wealth Management in excess of \$250,000. iProfile Private Portfolios have been designed to deliver strong risk-adjusted returns by diversifying across asset classes, management styles and geographic regions. The portfolios include discretionary

model portfolios and six iProfile Private Pools to support the new models: three iProfile Active Allocation Private Pools, iProfile Alternatives Private Pool with mandates including long-short, global macro and global equity hedge strategies, iProfile ETF Private Pool providing exposure through exchange traded funds (ETF) and iProfile Low Volatility Private Pool with Canadian, U.S., International and Emerging Market geographic coverage.

- Segregated funds that provide for long-term investment growth potential combined with risk management, benefit guarantee features and estate planning efficiencies.
- Separately managed accounts (discretionary dealer-managed accounts).

We have incorporated investments in private assets with the introduction of a Private Credit Mandate in the iProfile Fixed Income Private Pool. The pool has committed to three Northleaf Capital Partners' private credit investments that focus on loans to middle market companies in North America and Europe, as well as to investments managed by BlackRock, PIMCO and Sagard. Private Investment Mandates are also included in both the iProfile Canadian Equity Private Pool and the iProfile U.S. Equity Private Pool. Both of these mandates intend to provide investors with enhanced diversification and long-term capital appreciation through exposure to investments in privately held companies. The iProfile Canadian Equity Private Pool has made a commitment to the Northleaf Growth Fund and the iProfile U.S. Equity Private Pool has made a commitment to the Northleaf Capital Opportunities Fund.

IG Wealth Management monitors its investment performance by comparing to certain benchmarks. Morningstar[†] fund ranking service is one of the rankings monitored when determining fund performance.

At June 30, 2023, 88.6% of IG Wealth Management mutual fund assets had a rating of three stars or better from Morningstar[†] fund ranking service and 61.6% had a rating of four or five stars. This compared to the Morningstar[†] universe of 86.1% for three stars or better and 52.0% for four and five star funds at June 30, 2023. Morningstar[†] Ratings are an objective, quantitative measure of a fund's three, five and ten year risk-adjusted performance relative to comparable funds.

Wealth Management Assets Under Management and Advisement

Assets under management and advisement are key performance indicators for the Wealth Management segment.

Wealth Management's assets under advisement were \$147.8 billion at June 30, 2023, an increase of 10.2% from June 30, 2022. The level of assets under advisement are

influenced by three factors: client inflows, client outflows and investment returns.

Changes in Wealth Management assets under advisement for the periods under review are reflected in Table 8.

IG Wealth Management Assets Under Management and Advisement

Assets under advisement (AUA) are a key performance indicator for IG Wealth Management. AUA represents savings and investment products, including assets under management where we provide investment management services, that are held within our clients' accounts. Advisory fees are charged based on an annual percentage of substantially all AUA, through the IG Advisory Account fee, and represent the

majority of the fees earned from our clients. Our advisors' compensation is also based on AUA and net assets contributed by our clients.

Assets under advisement were \$116.8 billion at June 30, 2023, an increase of 10.8% from June 30, 2022, and mutual fund assets under management were \$104.8 billion, an increase of 8.4%.

Changes in IG Wealth Management assets under advisement and management for the periods under review are reflected in Tables 9 and 10.

For the quarter ended June 30, 2023, gross client inflows of IG Wealth Management assets under advisement were \$2.8 billion, a decrease of 8.9% from \$3.1 billion in the comparable period in 2022. Net client outflows were \$424 million, a decrease from net client inflows of \$389 million

Table 8: Change in Assets Under Advisement – Wealth Management

Three months ended (\$ millions)				Change		
	2023 Jun. 30	2023 Mar. 31	2022 Jun. 30	2023 Mar. 31	2022 Jun. 30	
IG gross client inflows	\$ 2,795	\$ 3,663	\$ 3,068	(23.7)%	(8.9)%	
IG gross client outflows	3,219	3,159	2,679	1.9	20.2	
IG net flows	(424)	504	389	N/M	N/M	
Discontinued operations	(88)	313	11	N/M	N/M	
Net flows⁽¹⁾	(511)	818	402	N/M	N/M	
Investment returns	1,521	5,618	(14,248)	(72.9)	N/M	
Net change in assets	1,010	6,436	(13,846)	(84.3)	N/M	
Beginning assets	146,792	140,356	148,005	4.6	(0.8)	
Ending assets under advisement	\$ 147,802	\$ 146,792	\$ 134,159	0.7 %	10.2 %	
IG Wealth Management	116,814	115,873	105,474	0.8	10.8	
Discontinued operations	30,995	30,926	28,692	0.2	8.0	
Average assets under advisement	\$ 146,940	\$ 145,186	\$ 140,997	1.2 %	4.2 %	
IG Wealth Management	116,057	114,650	110,700	1.2	4.8	
Discontinued operations	30,891	30,543	30,306	1.1	1.9	
Six months ended (\$ millions)				2023 Jun. 30	2022 Jun. 30	Change
IG gross client inflows				\$ 6,458	\$ 7,068	(8.6)%
IG gross client outflows				6,378	5,213	22.3
IG net flows				80	1,855	(95.7)
Discontinued operations				225	171	31.6
Net flows⁽¹⁾				307	2,029	(84.9)
Investment returns				7,139	(20,493)	N/M
Net change in assets				7,446	(18,464)	N/M
Beginning assets				140,356	152,623	(8.0)
Ending assets under advisement				\$ 147,802	\$ 134,159	10.2 %
IG Wealth Management				116,814	105,474	10.8
Discontinued operations				30,995	28,692	8.0
Average assets under advisement				\$ 146,068	\$ 144,637	1.0 %
IG Wealth Management				115,357	113,484	1.7
Discontinued operations				30,718	31,162	(1.4)

(1) Consolidated results eliminate double counting where business is reflected within multiple segments.

Table 9: Change in Assets Under Advisement – IG Wealth Management

<i>Three months ended</i> (\$ millions)	2023 Jun. 30	2023 Mar. 31	2022 Jun. 30	Change	
				2023 Mar. 31	2022 Jun. 30
Gross client inflows	\$ 2,795	\$ 3,663	\$ 3,068	(23.7)%	(8.9)%
Gross client outflows	3,219	3,159	2,679	1.9	20.2
Net flows	(424)	504	389	N/M	N/M
Investment returns	1,365	4,553	(11,196)	(70.0)	N/M
Net change in assets	941	5,057	(10,807)	(81.4)	N/M
Beginning assets	115,873	110,816	116,281	4.6	(0.4)
Ending assets	\$ 116,814	\$ 115,873	\$ 105,474	0.8 %	10.8 %
Daily average assets under advisement	\$ 116,057	\$ 114,650	\$ 110,700	1.2 %	4.8 %
Six months ended					
<i>(\$ millions)</i>			2023 Jun. 30	2022 Jun. 30	Change
Gross client inflows			\$ 6,458	\$ 7,068	(8.6)%
Gross client outflows			6,378	5,213	22.3
Net flows			80	1,855	(95.7)
Investment returns			5,918	(15,938)	N/M
Net change in assets			5,998	(14,083)	N/M
Beginning assets			110,816	119,557	(7.3)
Ending assets			\$ 116,814	\$ 105,474	10.8 %
Daily average assets under advisement			\$ 115,357	\$ 113,484	1.7 %

Table 10: Change in Assets Under Management – IG Wealth Management

<i>Three months ended</i> (\$ millions)	2023 Jun. 30	2023 Mar. 31	2022 Jun. 30	Change	
				2023 Mar. 31	2022 Jun. 30
Sales	\$ 2,581	\$ 3,021	\$ 2,590	(14.6)%	(0.3)%
Redemptions	3,090	3,294	2,689	(6.2)	14.9
Net sales (redemptions)	(509)	(273)	(99)	(86.4)	N/M
Investment returns	1,201	5,067	(10,485)	(76.3)	N/M
Net change in assets	692	4,794	(10,584)	(85.6)	N/M
Beginning assets	104,069	99,275	107,187	4.8	(2.9)
Ending assets	\$ 104,761	\$ 104,069	\$ 96,603	0.7 %	8.4 %
Daily average assets under management	\$ 104,221	\$ 103,321	\$ 101,810	0.9 %	2.4 %
Managed asset net sales					
Investment fund net sales	\$ (514)	\$ (296)	\$ (99)	(73.6)%	N/M %
Mackenzie net sales through Wealth Management	5	23	(6)	(78.3)	N/M
	\$ (509)	\$ (273)	\$ (105)	(86.4)%	N/M %
Six months ended					
<i>(\$ millions)</i>			2023 Jun. 30	2022 Jun. 30	Change
Sales			\$ 5,602	\$ 6,492	(13.7)%
Redemptions			6,384	5,327	19.8
Net sales (redemptions)			(782)	1,165	N/M
Investment returns			6,268	(15,103)	N/M
Net change in assets			5,486	(13,938)	N/M
Beginning assets			99,275	110,541	(10.2)
Ending assets			\$ 104,761	\$ 96,603	8.4 %
Daily average assets under management			\$ 103,774	\$ 104,594	(0.8)%
Managed asset net sales					
Investment fund net sales			\$ (810)	\$ 1,165	N/M %
Mackenzie net sales through Wealth Management			28	(1)	N/M
			\$ (782)	\$ 1,164	N/M %

in the comparable period in 2022. During the second quarter, investment returns resulted in an increase of \$1.4 billion in assets under advisement compared to a decrease of \$11.2 billion in the second quarter of 2022.

For the six months ended June 30, 2023, gross client inflows of IG Wealth Management assets under advisement were \$6.5 billion and represented a decrease of 8.6% from \$7.1 billion in the comparable period in 2022. Net client inflows were \$0.1 billion in the six month period, a decrease of \$1.8 billion from net client inflows of \$1.9 billion in the comparable period in 2022. During 2023, investment returns resulted in an increase of \$5.9 billion in assets under advisement compared to a decrease of \$15.9 billion in 2022.

Changes in mutual fund assets under management for the periods under review are reflected in Table 10.

At June 30, 2023, \$83.2 billion, or 80% of IG Wealth Management's mutual fund assets under management, were in products with unbundled fee structures, up 15.2% from \$72.2 billion at June 30, 2022 which represented 75% of assets under management.

Change in Assets Under Management and Advisement – 2023 vs. 2022

IG Wealth Management's assets under advisement were \$116.8 billion at June 30, 2023, an increase of 10.8% from \$105.5 billion at June 30, 2022. IG Wealth Management's mutual fund assets under management were \$104.8 billion at June 30, 2023, representing an increase of 8.4% from \$96.6 billion at June 30, 2022. Average daily mutual fund assets were \$104.2 billion in the second quarter of 2023, up 2.4% from \$101.8 billion in the second quarter of 2022. Average daily mutual fund assets were \$103.8 billion for the six months ended June 30, 2023, down 0.8% from \$104.6 billion in 2022.

For the quarter ended June 30, 2023, sales of IG Wealth Management mutual funds through its advisor network were \$2.6 billion, a decrease of 0.3% from the comparable period in 2022. Mutual fund redemptions totalled \$3.1 billion, an increase of 14.9% from 2022. IG Wealth Management mutual fund net redemptions for the second quarter of 2023 were \$509 million compared with net redemptions of \$99 million in 2022. During the second quarter, investment returns resulted in an increase of \$1.2 billion in mutual fund assets compared to a decrease of \$10.5 billion in the second quarter of 2022.

IG Wealth Management's annualized quarterly redemption rate for long-term funds was 11.5% in the second quarter of 2023, compared to 10.2% in the second quarter of 2022. IG Wealth Management's twelve month trailing redemption rate for long-term funds was 11.1% at June 30, 2023, compared to 9.1% at June 30, 2022, and remains well below the corresponding

average redemption rate for all other members of the Investment Funds Institute of Canada (IFIC) of approximately 15.5% at June 30, 2023. IG Wealth Management's redemption rate has been very stable compared to the overall mutual fund industry, reflecting our focus on financial planning.

For the six months ended June 30, 2023, sales of IG Wealth Management mutual funds through its Consultant network were \$5.6 billion, a decrease of 13.7% from 2022. Mutual fund redemptions totalled \$6.4 billion, an increase of 19.8% from 2022. Net redemptions of IG Wealth Management mutual funds were \$0.8 billion compared with net sales of \$1.2 billion in 2022. During 2023, investment returns resulted in an increase of \$6.3 billion in mutual fund assets compared to a decrease of \$15.1 billion in 2022.

Change in Assets Under Management and Advisement – Q2 2023 vs. Q1 2023

IG Wealth Management's assets under advisement were \$116.8 billion at June 30, 2023, an increase of 0.8% from \$115.9 billion at March 31, 2023. IG Wealth Management's mutual fund assets under management were \$104.8 billion at June 30, 2023, an increase of 0.7% from \$104.1 billion at March 31, 2023. Average daily mutual fund assets were \$104.2 billion in the second quarter of 2023 compared to \$103.3 billion in the first quarter of 2023, an increase of 0.9%.

For the quarter ended June 30, 2023, sales of IG Wealth Management mutual funds through its advisor network were \$2.6 billion, a decrease of 14.6% from the first quarter of 2023. Mutual fund redemptions, which totalled \$3.1 billion for the second quarter, decreased 6.2% from the previous quarter, and the annualized quarterly redemption rate was 11.5% in the second quarter compared to 12.6% in the first quarter of 2023. IG Wealth Management mutual fund net redemptions were \$509 million for the current quarter compared to net redemptions of \$273 million in the previous quarter.

IG Wealth Management Other Products and Services

Segregated Funds

IG Wealth Management offers segregated funds which include the IG Series of Guaranteed Investment Funds (GIFs). Select GIF policies allow for a Lifetime Income Benefit (LIB) option to provide guaranteed retirement income for life. The investment components of these segregated funds are managed by IG Wealth Management. At June 30, 2023, total segregated fund assets were \$1.2 billion, compared to \$1.3 billion at June 30, 2022.

Insurance

IG Wealth Management continues to be a leader in the distribution of life insurance in Canada. Through its arrangements with leading insurance companies, IG Wealth Management offers a broad range of term, universal life, whole life, disability, critical illness, long-term care, personal health care coverage and group insurance.

At June 30, 2023, total in-force policies were approximately 375 thousand with an insured value of \$104 billion, compared to approximately 378 thousand with an insured value of \$103 billion at June 30, 2022. Distribution of insurance products is enhanced through IG Wealth Management's Insurance Planning Specialists, located throughout Canada, who assist advisors with advanced estate planning solutions for high net worth clients.

Securities Operations

Investors Group Securities Inc. is an investment dealer registered in all Canadian provinces and territories providing clients with securities services to complement their financial and investment planning. IG Wealth Management advisors can refer clients to one of our Wealth Planning Specialists available through Investors Group Securities Inc.

Mortgage Banking Operations

Mortgages are offered to clients by IG Wealth Management. Licensed mortgage brokers are located throughout each province in Canada, and work with our clients and their advisors to develop mortgage and lending strategies that meet the individual needs and goals of each client as part of their comprehensive financial plan.

Mortgage fundings offered through IG Wealth Management for the three and six months ended June 30, 2023 were \$230 million and \$312 million compared to \$245 million and \$382 million in 2022, a decrease of 6.3% and 18.2%, respectively. At June 30, 2023, mortgages serviced totalled \$6.8 billion, compared to \$7.1 billion at June 30, 2022, a decrease of 5.2%.

Review of Segment Operating Results

The Wealth Management segment's adjusted net earnings are presented in Table 11 and include the operations of IG Wealth Management and Investment Planning Counsel.

As a result of the sale of Investment Planning Counsel announced on April 3, 2023, the operating results of IPC included within the Wealth Management segment have been classified as discontinued operations and are shown as a separate line item in Table 11 for all periods under review.

IG Wealth Management

IG Wealth Management's adjusted net earnings are presented within Table 11. Adjusted net earnings for the second quarter of 2023 were \$112.8 million, an increase of 6.7% from the second quarter in 2022 and an increase of 7.8% from the prior quarter. Adjusted net earnings for the six months ended June 30, 2023 were \$217.4 million, a decrease of 2.6% from 2022.

Adjusted earnings before interest and taxes for the second quarter of 2023 were \$176.8 million, an increase of 6.0% from

Table 11: Operating Results – Wealth Management

Three months ended (\$ millions)	2023		2022		Change	
	Jun. 30	Mar. 31	Jun. 30	Mar. 31	2023 Mar. 31	2022 Jun. 30
IG Wealth Management						
Revenues						
Wealth Management						
Advisory fees	\$ 295.6	\$ 290.7	\$ 284.6	1.7 %	3.9 %	
Product and program fees	222.3	218.7	218.5	1.6	1.7	
	517.9	509.4	503.1	1.7	2.9	
Redemption fees	0.3	0.6	1.1	(50.0)	(72.7)	
Other financial planning revenues	35.8	25.7	31.1	39.3	15.1	
Total Wealth Management	554.0	535.7	535.3	3.4	3.5	
Net investment income and other	4.0	3.4	(1.3)	17.6	N/M	
	558.0	539.1	534.0	3.5	4.5	
Expenses						
Advisory and business development						
Asset-based compensation	146.4	144.4	138.3	1.4	5.9	
Sales-based compensation	22.4	21.5	18.6	4.2	20.4	
Other						
Other product commissions	16.0	14.8	14.6	8.1	9.6	
Business development	48.2	42.3	50.5	13.9	(4.6)	
	64.2	57.1	65.1	12.4	(1.4)	
Total advisory and business development	233.0	223.0	222.0	4.5	5.0	
Operations and support	105.2	108.2	103.2	(2.8)	1.9	
Sub-advisory	43.0	42.6	42.0	0.9	2.4	
	381.2	373.8	367.2	2.0	3.8	
Adjusted earnings before interest and taxes ⁽¹⁾	176.8	165.3	166.8	7.0	6.0	
Interest expense	24.0	22.3	22.4	7.6	7.1	
Adjusted earnings before income taxes ⁽¹⁾	152.8	143.0	144.4	6.9	5.8	
Income taxes	40.0	38.4	38.7	4.2	3.4	
Adjusted net earnings – continuing operations⁽¹⁾	112.8	104.6	105.7	7.8	6.7	
Net earnings – discontinued operations⁽²⁾	4.0	3.0	3.1	33.3	29.0	
Adjusted net earnings ⁽¹⁾	116.8	107.6	108.8	8.6	7.4	
Non-controlling interest	-	0.2	-	(100.0)	-	
Adjusted net earnings available to common shareholders⁽¹⁾	\$ 116.8	\$ 107.4	\$ 108.8	8.8 %	7.4 %	

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

(2) IPC segment operating results.

Table 11: Operating Results – Wealth Management (continued)

<i>Six months ended</i> (\$ millions)	2023 Jun. 30	2022 Jun. 30	Change
IG Wealth Management			
Revenues			
Wealth Management			
Advisory fees	\$ 586.3	\$ 576.9	1.6 %
Product and program fees	441.0	446.3	(1.2)
	1,027.3	1,023.2	0.4
Redemption fees	0.9	2.5	(64.0)
Other financial planning revenues	61.5	70.8	(13.1)
Total Wealth Management	1,089.7	1,096.5	(0.6)
Net investment income and other	7.4	(1.9)	N/M
	1,097.1	1,094.6	0.2
Expenses			
Advisory and business development			
Asset-based compensation	290.8	282.0	3.1
Sales-based compensation	43.9	36.0	21.9
Other			
Other product commissions	30.8	31.8	(3.1)
Business development	90.5	97.0	(6.7)
	121.3	128.8	(5.8)
Total advisory and business development	456.0	446.8	2.1
Operations and support	213.4	211.9	0.7
Sub-advisory	85.6	86.6	(1.2)
	755.0	745.3	1.3
Adjusted earnings before interest and taxes ⁽¹⁾	342.1	349.3	(2.1)
Interest expense	46.3	44.5	4.0
Adjusted earnings before income taxes ⁽¹⁾	295.8	304.8	(3.0)
Income taxes	78.4	81.5	(3.8)
Adjusted net earnings – continuing operations⁽¹⁾	217.4	223.3	(2.6)
Net earnings – discontinued operations⁽²⁾	7.0	6.9	1.4
Adjusted net earnings ⁽¹⁾	224.4	230.2	(2.5)
Non-controlling interest	0.2	–	N/M
Adjusted net earnings available to common shareholders⁽¹⁾	\$ 224.2	\$ 230.2	(2.6)%

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

(2) IPC segment operating results.

the second quarter in 2022 and an increase of 7.0% from the prior quarter. Adjusted earnings before interest and taxes for the six months ended June 30, 2023 were \$342.1 million, a decrease of 2.1% from 2022.

2023 vs. 2022

Fee Income

Advisory fees include fees for providing financial advice to clients including fees related to the distribution of products, and depend largely on the level and composition of assets under advisement. Advisory fees were \$295.6 million in the second quarter of 2023, an increase of \$11.0 million or 3.9% from \$284.6 million in 2022. For the six months ended

June 30, 2023, advisory fees were \$586.3 million, an increase of \$9.4 million or 1.6% from \$576.9 million in 2022.

The increase in advisory fees in the three months ending June 30, 2023 was primarily due to the increase in average assets under advisement of 4.8%, as shown in Table 9, partially offset by a decrease in the advisory fee rate. The increase in advisory fees in the six months ending June 30, 2023 was primarily due to the increase in average assets under advisement of 1.7%, as shown in Table 9. The average advisory fee rate for the second quarter was 102.2 basis points of average assets under advisement compared to 103.1 basis points in 2022. The average advisory fee rate for the six months ended June 30, 2023, was 102.5 basis points of average assets under advisement, unchanged from 2022.

Product and program fees depend largely on the level and composition of mutual fund assets under management. Product and program fees totalled \$222.3 million in the current quarter, up 1.7% from \$218.5 million a year ago primarily due to the increase in average assets under management of 2.4%, as shown in Table 10. Product and program fees were \$441.0 million for the six month period ended June 30, 2023 compared to \$446.3 million in 2022, decrease of 1.2% primarily due to the decrease in average assets under management of 0.8%, as shown in Table 10. The average product and program fee rate for the second quarter and the six month period of 2023 was 85.8 basis points of assets under management compared to 86.1 basis points in the comparable periods in 2022. Changes in the average product and program fee rate reflected price reductions in certain funds and changes in product mix.

Other financial planning revenues are primarily earned from:

- Mortgage banking operations
- Distribution of insurance products through I.G. Insurance Services Inc.
- Securities trading services provided through Investors Group Securities Inc.

Other financial planning revenues of \$35.8 million for the second quarter of 2023 increased by \$4.7 million from \$31.1 million in 2022. For the six month period, other financial planning revenues of \$61.5 million decreased by \$9.3 million from \$70.8 million in 2022. The change for the quarter was primarily due to higher earnings from mortgage banking operations and higher revenues from the distribution of insurance products. The change for the six months was primarily due to lower earnings from mortgage banking operations and lower revenues from the distribution of insurance products.

A summary of mortgage banking operations for the three and six month periods under review is presented in Table 12.

Net Investment Income and Other

Net investment income and other consists of unrealized gains or losses on investments in proprietary funds in the three and six months ended June 30, 2023, and investment income earned on our cash and cash equivalents and securities and other income not related to our core business. It also includes a charge from the Strategic Investments and Other segment for the use of unallocated capital.

Expenses

IG Wealth Management incurs advisory and business development expenses that include compensation paid to our advisors. The majority of these costs vary directly with asset or sales levels. Also included are other distribution and business

development activities which do not vary directly with asset or sales levels, such as direct marketing and advertising, financial planning specialist support and other costs incurred to support our advisor networks. These expenses tend to be discretionary or vary based upon the number of advisors or clients.

Asset-based compensation fluctuates with the value of assets under advisement. Asset-based compensation increased by \$8.1 million and \$8.8 million for the three and six month periods ended June 30, 2023 to \$146.4 million and \$290.8 million, respectively, compared to 2022. The increase for both the three and six month periods was primarily due to increases in assets under advisement, deferred selling commission units maturing and other compensation changes.

IG Wealth Management sales-based compensation is based upon the level of new assets contributed to client accounts at IG Wealth Management (subject to eligibility requirements). All sales-based compensation payments are capitalized and amortized as they reflect incremental costs to obtain a client contract. Sales-based compensation was \$22.4 million for the second quarter of 2023, an increase of \$3.8 million from \$18.6 million in 2022. For the six month period, sales-based compensation expense was \$43.9 million, an increase of \$7.9 million from \$36.0 million in 2022.

Other advisory and business development expenses were \$64.2 million in the second quarter of 2023, compared to \$65.1 million in 2022, a decrease of \$0.9 million. Other advisory and business development expenses were \$121.3 million in the six months ended June 30, 2023, compared to \$128.8 million in 2022. The decrease in the six month period was primarily due to decreases in other advisor program expenses and distribution of insurance products.

Operations and support includes costs that support our wealth management and other general and administrative functions such as product management, technology and operations, as well as other functional business units and corporate expenses. Operations and support expenses were \$105.2 million for the second quarter of 2023 compared to \$103.2 million in 2022, an increase of \$2.0 million. For the six month period, operations and support expenses were \$213.4 million in 2023 compared to \$211.9 million in 2022, an increase of \$1.5 million or 0.7%.

Sub-advisory expenses were \$43.0 million for the second quarter of 2023 compared to \$42.0 million in 2022, an increase of \$1.0 million or 2.4%. For the six month period, sub-advisory expenses were \$85.6 million in 2023 compared to \$86.6 million in 2022, a decrease of \$1.0 million or 1.2%. The change in both periods was primarily due to changes in assets under management.

Table 12: Mortgage Banking Operations – IG Wealth Management

<i>Three months ended</i> (\$ millions)	2023		2022		Change	
	Jun. 30	Mar. 31	Jun. 30	Mar. 31	2023 Mar. 31	2022 Jun. 30
Total mortgage banking income						
Net interest income on securitized loans						
Interest income	\$ 36.9	\$ 36.4	\$ 30.1	1.4 %	22.6 %	
Interest expense	33.8	33.6	23.5	0.6	43.8	
Net interest income	3.1	2.8	6.6	10.7	(53.0)	
Gains (losses) on sales ⁽¹⁾	–	(1.0)	(2.8)	100.0	100.0	
Fair value adjustments	1.3	(3.3)	(0.4)	N/M	N/M	
Other	3.6	2.3	1.1	56.5	227.3	
	\$ 8.0	\$ 0.8	\$ 4.5	N/M %	77.8 %	
Average mortgages serviced						
Securitized	\$ 4,577	\$ 4,636	\$ 4,711	(1.3)%	(2.8)%	
Other	2,165	2,164	2,444	–	(11.4)	
	\$ 6,742	\$ 6,800	\$ 7,155	(0.9)%	(5.8)%	
Mortgage sales to:⁽²⁾						
Securitized	\$ 231	\$ 175	\$ 252	32.0 %	(8.3)%	
Other ⁽¹⁾	–	108	132	(100.0)	(100.0)	
	\$ 231	\$ 283	\$ 384	(18.4)%	(39.8)%	
Six months ended (\$ millions)						
		2023		2022		Change
		Jun. 30		Jun. 30		
Total mortgage banking income						
Net interest income on securitized loans						
Interest income			\$ 73.3	\$ 60.9	20.4 %	
Interest expense			67.4	47.6	41.6	
Net interest income			5.9	13.3	(55.6)	
Gains (losses) on sales ⁽¹⁾			(1.0)	(3.5)	(71.4)	
Fair value adjustments			(2.0)	3.6	N/M	
Other			5.9	1.4	N/M	
			\$ 8.8	\$ 14.8	(40.5)%	
Average mortgages serviced						
Securitized			\$ 4,607	\$ 4,814	(4.3)%	
Other			2,165	2,419	(10.5)	
			\$ 6,772	\$ 7,233	(6.4)%	
Mortgage sales to:⁽²⁾						
Securitized			\$ 406	\$ 386	5.2 %	
Other ⁽¹⁾			108	355	(69.6)	
			\$ 514	\$ 741	(30.6)%	

(1) Represents sales to institutional investors through private placements and to IG Mackenzie Mortgage and Short Term Income Fund, as well as gains (losses) realized on those sales.

(2) Represents principal amounts sold.

Interest Expense

Interest expense, which includes allocated interest expense on long-term debt and interest expense on leases, totalled \$24.0 million in the second quarter of 2023, compared to \$22.4 million in 2022. For the six month period, interest expense totalled \$46.3 million compared to \$44.5 million in 2022. Long-term debt interest expense is calculated based on an allocation of IGM Financial's long-term debt to IG Wealth Management. The allocation of debt increased to \$1.95 billion

during the second quarter of 2023, as a result of the issuance of long-term debt by IGM Financial. Previously, the allocation was \$1.7 billion.

Q2 2023 vs. Q1 2023

Fee Income

Advisory fee income increased by \$4.9 million or 1.7% to \$295.6 million in the second quarter of 2023 compared with the first quarter of 2023. The increase in advisory fees in the

second quarter was primarily due to the increase in average assets under advisement of 1.2% for the quarter, as shown in Table 9, and the impact of one additional calendar day in the second quarter compared to the first quarter. The average advisory fee rate for the second quarter was 102.2 basis points of average assets under management, compared to 102.8 basis points in the first quarter, primarily due to client mix.

Product and program fees were \$222.3 million in the second quarter of 2023, an increase of \$3.6 million from \$218.7 million in the first quarter of 2023. The increase was primarily due to the increase in average assets under management of 0.9%, as shown in Table 10, and one additional calendar day in the second quarter. The average product and program fee rate was 85.8 basis points in the current quarter, unchanged from the first quarter.

Other financial planning revenues of \$35.8 million in the second quarter of 2023 increased by \$10.1 million from \$25.7 million in the first quarter due to an increase in earnings from the mortgage banking operations and higher revenues from the distribution of insurance products.

Expenses

Advisory and business development expenses in the current quarter were \$233.0 million, an increase of \$10.0 million from \$223.0 million in the previous quarter primarily due to increases in asset based compensation as a result of higher assets and seasonality of expenses.

Operations and support expenses were \$105.2 million for the second quarter of 2023 compared to \$108.2 million in the previous quarter.

Investment Planning Counsel – Discontinued Operations

2023 vs. 2022

Adjusted net earnings related to Investment Planning Counsel were \$0.9 million and \$0.1 million higher in the three and six month periods ended June 30, 2023 than the comparable periods in 2022.

Q2 2023 vs. Q1 2023

Adjusted net earnings related to Investment Planning Counsel were \$1.0 million higher in the second quarter of 2023 compared to the prior quarter.

Asset Management

The Asset Management segment includes Mackenzie Investments (Mackenzie).

Asset Management revenue reflects:

- **Net asset management fees – third party** includes fees received from our mutual funds and fees from third parties for investment management services. Compensation paid to dealers offsets the fees earned.
- **Asset management fees – Wealth Management** includes fees received from the Wealth Management segment. Wealth

Management is considered a client of the Asset Management segment and transfer pricing is based on values for similar sized asset management mandates.

Assets managed for IG Wealth Management are included in the Asset Management segment's assets under management.

Debt and interest expense is allocated to each IGM Financial segment based on management's assessment of: i) capacity to service the debt, and ii) where the debt is being serviced. Income taxes are also reported in each segment.

Review of the Business

Mackenzie Investments is a diversified asset management solutions provider founded in 1967. We provide investment management and related services with a wide range of investment mandates through a boutique structure and using multiple distribution channels. We are committed to delivering strong investment performance for our clients by drawing on more than 50 years of investment management experience.

Mackenzie earns asset management fees primarily from:

- Management fees earned from its investment funds, sub-advised accounts and institutional clients.
- Fees earned from its mutual funds for administrative services.
- Redemption fees on deferred sales charge and low load units.

The largest component of Mackenzie's revenues is management fees. The amount of management fees depends on the level and composition of assets under management. Management fee rates vary depending on the investment objective and the account type of the underlying assets under management. Equity based mandates have higher management fee rates than fixed income mandates and retail mutual fund accounts have higher management fee rates than exchange traded funds, sub-advised accounts and institutional accounts.

Asset Management Strategy

Mackenzie undertook a review of its strategic framework in the first quarter and the overall strategy and focus remains largely intact. Additions to our framework include an explicit emphasis on being committed to the success of our clients and on having the best minds in the investment industry, both of which are defining features of our approach.

Mackenzie's mission is to create a more invested world, together.

Mackenzie's objective is to become Canada's preferred global asset management solutions provider and business partner.

Mackenzie's strategic mandates are: win Canadian retail; build meaningful strategic partnerships; and develop presence in underpenetrated channels with a targeted approach. We achieve our strategic mandates with the following focus areas:

- Continuously improving distribution with a segmented approach;
- Delivering competitive risk adjusted investment performance;
- Advancing brand leadership;
- Creating innovative and relevant products and solutions;
- Encouraging a sustainable future;
- Ensuring operational excellence and efficiency;
- Fostering a high performing, diverse and winning culture.

Our focus areas drive future business growth. We aim to achieve this by being committed to the success of our clients, attracting and fostering the best minds in the investment industry, maintaining a boutique investment approach, having an innovative and future oriented product focus, and being responsible in everything we do.

Our investment management capabilities are delivered through a boutique structure, with separate in-house teams having distinct focuses and diverse styles. Our research and portfolio management teams are located in Toronto, Montreal, Winnipeg, Vancouver, Boston, Dublin and Hong Kong. In addition, our ownership interest in Northleaf enhances our investment capabilities by offering global private equity, private credit and infrastructure investment solutions to our clients and our

ownership interest in ChinaAMC offers our clients access to Chinese capital markets. We also supplement our investment capabilities with strategic partners (third party sub-advisors) in selected areas. The development of a broad range of investment capabilities and products is a key strength in supporting the evolving financial needs of investors.

Our business focuses on three key distribution channels: retail, strategic alliances and institutional.

Mackenzie primarily distributes its retail investment products through third-party financial advisors. Our sales teams work with many of the more than 30,000 independent financial advisors and their firms across Canada. Our innovative, comprehensive lineup of investment solutions covers all asset classes and parts of the globe. We offer a range of relevant products and investment solutions designed to help advisors meet the evolving needs of their clients. We regularly introduce new funds and we may merge or streamline our fund offerings to provide enhanced investment solutions.

In addition to our retail distribution team, Mackenzie also has specialty teams focused on strategic alliances and the institutional marketplace.

Within the strategic alliance channel, Mackenzie offers certain series of our mutual funds and provides sub-advisory services to third-party and related party investment programs offered by banks, insurance companies and other investment companies. Strategic alliances with related parties include providing advisory services to IG Wealth Management, Investment Planning Counsel and Great-West Lifeco Inc. (Lifeco) subsidiaries. Mackenzie partners with Wealthsimple to distribute ETFs through their product shelf and serves as one of two exclusive investment solutions providers to PFSL Investment Canada Ltd. (Primerica) and launched a suite of 25 funds designed to address the specific needs of Primerica advisors and their clients. Within the strategic alliance channel, Mackenzie's primary distribution relationship is with the head office of the respective bank, insurance company or investment company.

In the institutional channel, Mackenzie provides investment management services to pension plans, foundations and other institutions. We attract new institutional business through our relationships with pension and management consultants.

Gross sales and redemption activity in strategic alliance and institutional accounts can be more pronounced than in the retail channel, given the relative size and the nature of the distribution relationships of these accounts. These accounts are also subject to ongoing reviews and rebalance activities which may result in a significant change in the level of assets under management.

Mackenzie continues to be positioned to build and enhance our distribution relationships given our team of experienced investment professionals, strength of our distribution network, broad product shelf, competitively priced products and our focus on client experience and investment excellence.

Brand

During the first quarter of 2023, Mackenzie launched its new brand platform "Be Invested" to reinforce to advisors and investors the importance of remaining invested across all market cycles. This new platform is an extension of Mackenzie's mission "to create an invested world together".

Assets Under Management

The changes in total assets under management are summarized in Table 13 and the changes in investment fund assets under management are summarized in Table 14. Assets managed for the Wealth Management segment are included in total assets under management.

At June 30, 2023, Mackenzie's total assets under management were \$193.3 billion, an increase of 4.7% from \$184.7 billion last year. Mackenzie's total third party assets under management were \$116.6 billion, an increase of 4.2% from \$111.9 billion last year. The change in Mackenzie's assets under management is determined by investment returns and net contributions from our clients.

Change in Assets Under Management – 2023 vs. 2022

Mackenzie's total assets under management at June 30, 2023 were \$193.3 billion, an increase of 4.7% from \$184.7 billion at June 30, 2022. Third party assets under management were \$116.6 billion, an increase of 4.2% from \$111.9 billion at June 30, 2022.

Investment fund assets under management were \$61.5 billion at June 30, 2023, compared to \$58.9 billion at June 30, 2022, an increase of 4.4%. Mackenzie's mutual fund assets under management of \$56.4 billion increased by 5.2% from \$53.6 billion at June 30, 2022. Mackenzie's ETF assets excluding ETFs held within IGM Financial's managed products were \$5.2 billion at June 30, 2023, a decrease of 3.7% from \$5.4 billion at June 30, 2022. ETF assets inclusive of IGM Financial's managed products were \$12.9 billion at June 30, 2023 compared to \$11.6 billion at June 30, 2022.

In the three months ended June 30, 2023, Mackenzie's mutual fund gross sales were \$1.7 billion consistent with 2022. Mutual fund redemptions in the current quarter were \$2.4 billion, a decrease of 2.0% from last year. Mutual fund net redemptions for the three months ended June 30, 2023 were \$701 million,

Table 13: Change in Total Assets Under Management – Asset Management

<i>Three months ended</i> (\$ millions)	Change				
	2023 Jun. 30	2023 Mar. 31	2022 Jun. 30	2023 Mar. 31	2022 Jun. 30
Assets under management excluding sub-advisory to Canada Life and the Wealth Management Segment					
Net sales (redemptions)					
Mutual funds	\$ (701)	\$ 86	\$ (758)	N/M %	7.5 %
ETF net creations	85	(14)	(61)	N/M	N/M
Investment funds ⁽¹⁾⁽²⁾	(616)	72	(819)	N/M	24.8
Sub-advisory, institutional and other accounts ⁽³⁾	273	98	(133)	178.6	N/M
Total net sales (redemptions)	(343)	170	(952)	N/M	64.0
Investment returns	683	2,157	(6,989)	(68.3)	N/M
Net change in assets	340	2,327	(7,941)	(85.4)	N/M
Beginning assets	68,402	66,075	73,229	3.5	(6.6)
Ending assets	\$ 68,742	\$ 68,402	\$ 65,288	0.5 %	5.3 %
Consolidated assets under management					
Mutual funds	\$ 56,371	\$ 56,490	\$ 53,576	(0.2)%	5.2 %
ETFs	5,168	5,086	5,368	1.6	(3.7)
Investment funds ⁽¹⁾⁽²⁾	61,539	61,576	58,944	(0.1)	4.4
Sub-advisory, institutional and other accounts ⁽³⁾	7,203	6,826	6,344	5.5	13.5
	68,742	68,402	65,288	0.5	5.3
Sub-advisory to Canada Life	47,871	48,582	46,575	(1.5)	2.8
Third party AUM	116,613	116,984	111,863	(0.3)	4.2
Sub-advisory and AUM to Wealth Management ⁽²⁾	76,722	76,785	72,855	(0.1)	5.3
Consolidated assets under management	\$ 193,335	\$ 193,769	\$ 184,718	(0.2)%	4.7 %
Average total assets under management⁽⁴⁾					
Third party AUM	\$ 116,318	\$ 115,717	\$ 118,478	0.5 %	(1.8)%
Consolidated	193,052	192,011	195,540	0.5	(1.3)
Six months ended (\$ millions)					
Assets under management excluding sub-advisory to Canada Life and the Wealth Management Segment					
Net sales (redemptions)					
Mutual funds			\$ (615)	\$ (176)	N/M %
ETF net creations ⁽⁵⁾			71	657	(89.2)
Investment funds ⁽¹⁾⁽²⁾			(544)	481	N/M
Sub-advisory, institutional and other accounts ⁽³⁾			371	(560)	N/M
Total net sales (redemptions)			(173)	(79)	(119.0)
Investment returns			2,840	(10,943)	N/M
Net change in assets			2,667	(11,022)	N/M
Beginning assets			66,075	76,310	(13.4)
Ending assets			\$ 68,742	\$ 65,288	5.3 %
Average total assets under management⁽⁴⁾					
Excluding sub-advisory to Wealth Management			\$ 115,957	\$ 121,939	(4.9)%
Consolidated			192,415	200,074	(3.8)

(1) Investment fund assets under management and net sales exclude investments into Mackenzie mutual funds and ETFs by IGM Financial's investment funds.

(2) Effective January 2023, Mackenzie investment fund products sold through IG Wealth Management are reclassified from Investment funds to Sub-advisory and AUM to Wealth Management.

(3) Sub-advisory, institutional and other accounts

– During the second quarter of 2023, Mackenzie onboarded an institutional mandate of \$490 million.

– During the first quarter of 2022, an institutional investor redeemed \$291 million within products Mackenzie sub-advises.

(4) Based on daily average investment fund assets and month-end average sub-advisory, institutional and other assets.

(5) ETFs – During the first quarter of 2022, Wealthsimple made allocation changes which resulted in \$675 million in purchases in Mackenzie ETFs.

Table 14: Change in Investment Fund Assets Under Management – Asset Management⁽¹⁾

<i>Three months ended</i> (\$ millions)				Change	
	2023 Jun. 30	2023 Mar. 31	2022 Jun. 30	2023 Mar. 31	2022 Jun. 30
Sales	\$ 1,742	\$ 2,289	\$ 1,735	(23.9)%	0.4 %
Redemptions	2,443	2,203	2,493	10.9	(2.0)
Mutual fund net sales (redemptions)	(701)	86	(758)	N/M	7.5
ETF net creations	85	(14)	(61)	N/M	N/M
Investment fund net sales (redemptions)⁽²⁾⁽³⁾	(616)	72	(819)	N/M	24.8
Investment returns	579	1,851	(6,376)	(68.7)	N/M
Net change in assets	(37)	1,923	(7,195)	N/M	99.5
Beginning assets	61,576	59,653	66,139	3.2	(6.9)
Ending assets	\$ 61,539	\$ 61,576	\$ 58,944	(0.1)%	4.4 %
Consists of:					
Mutual funds	\$ 56,371	\$ 56,490	\$ 53,576	(0.2)%	5.2 %
ETFs	5,168	5,086	5,368	1.6	(3.7)
Investment funds ⁽³⁾	\$ 61,539	\$ 61,576	\$ 58,944	(0.1)%	4.4 %
Daily average investment fund assets	\$ 61,201	\$ 60,886	\$ 62,527	0.5 %	(2.1)%
<i>Six months ended</i> (\$ millions)			2023 Jun. 30	2022 Jun. 30	Change
Sales			\$ 4,031	\$ 4,656	(13.4)%
Redemptions			4,646	4,832	(3.8)
Mutual fund net sales (redemptions)			(615)	(176)	N/M
ETF net creations ⁽⁴⁾			71	657	(89.2)
Investment fund net sales (redemptions)⁽²⁾⁽³⁾			(544)	481	N/M
Investment returns			2,430	(9,899)	N/M
Net change in assets			1,886	(9,418)	N/M
Beginning assets			59,653	68,362	(12.7)
Ending assets			\$ 61,539	\$ 58,944	4.4 %
Daily average investment fund assets			\$ 61,045	\$ 64,385	(5.2)%

(1) Investment fund assets under management and net sales excludes investments into Mackenzie mutual funds and ETFs by IGM Financial's investment funds.

(2) Total investment fund net sales and assets under management exclude Mackenzie mutual fund investments in ETFs.

(3) Effective January 2023, Mackenzie investment fund products sold through IG Wealth Management are reclassified from Investment funds to Sub-advisory and AUM to Wealth Management.

(4) ETFs – During the first quarter of 2022, Wealthsimple made allocation changes which resulted in \$675 million in purchases in Mackenzie ETFs.

compared to net redemptions of \$758 million last year. In the three months ended June 30, 2023, ETF net creations were \$85 million compared to (\$61) million last year. Investment fund net redemptions in the current quarter were \$616 million compared to net redemptions of \$819 million last year. During the current quarter, investment returns resulted in investment fund assets increasing by \$0.6 billion compared to a decrease of \$6.4 billion last year.

Total net redemptions excluding sub-advisory to Canada Life and to the Wealth Management segment for the three months ended June 30, 2023 were \$343 million compared to net redemptions of \$952 million last year. During the current quarter, investment returns resulted in assets increasing by \$0.7 billion compared to a decrease of \$7.0 billion last year.

During the second quarter of 2023, Mackenzie onboarded an institutional mandate of \$490 million. Excluding this

transaction, total net redemptions excluding sub-advisory to Canada Life and to the Wealth Management segment for the three months ended June 2023 were \$833 million.

In the six months ended June 30, 2023, Mackenzie's mutual fund gross sales were \$4.0 billion, a decrease of 13.4% from \$4.7 billion in 2022. Mutual fund redemptions in the current period were \$4.6 billion, a decrease of 3.8% from last year. Mutual fund net redemptions for the six months ended June 30, 2023 were \$615 million, compared to net redemptions of \$176 million in 2022. In the six months ended June 30, 2023, ETF net creations were \$71 million compared to \$657 million last year. Investment fund net redemptions in the current period were \$544 million compared to net sales of \$481 million last year. During the current period, investment returns resulted in investment fund assets increasing by \$2.4 billion compared to a decrease of \$9.9 billion last year.

Redemptions of long-term mutual funds in the three and six months ended June 30, 2023, were \$2.4 billion and \$4.6 billion, respectively, compared to \$2.5 billion and \$4.8 billion last year. Mackenzie's annualized quarterly redemption rate for long-term mutual funds was 17.3% in the second quarter of 2023, compared to 17.4% in the second quarter of 2022. Mackenzie's twelve-month trailing redemption rate for long-term mutual funds was 16.2% at June 30, 2023, compared to 14.3% last year. The corresponding average twelve-month trailing redemption rate for long-term mutual funds for all other members of IFIC was approximately 15.2% at June 30, 2023. Mackenzie's twelve-month trailing redemption rate is comprised of the weighted average redemption rate for front-end load assets, deferred sales charge and low load assets with redemption fees, and deferred sales charge assets without redemption fees (matured assets). Generally, redemption rates for front-end load assets and matured assets are higher than the redemption rates for deferred sales charge and low load assets with redemption fees.

Total net redemptions excluding sub-advisory to Canada Life and to the Wealth Management segment for the six months ended June 30, 2023 were \$173 million compared to net redemptions of \$79 million last year. During the six month period, investment returns resulted in assets increasing by \$2.8 billion compared to a decrease of \$10.9 billion last year.

During the six months ended June 30, 2022, an institutional investor redeemed \$291 million within products that Mackenzie sub-advises and Wealthsimple made allocation changes which resulted in \$675 million in purchases in Mackenzie ETFs. Excluding these two transactions and the 2023 institutional mandate onboarding of \$490 million discussed above, total net redemptions excluding sub-advisory to Canada Life and to the Wealth Management segment for the six months ended June 30, 2023 were \$663 million compared to \$463 million in 2022.

As at June 30, 2023, Mackenzie's sub-advisory to Canada Life were \$47.9 billion compared to \$46.6 billion at June 30, 2022.

As at June 30, 2023, Mackenzie's sub-advisory and AUM to the Wealth Management segment were \$76.7 billion or 70.0% of total Wealth Management assets under management compared to \$72.9 billion or 72.0% of total Wealth Management assets under management at June 30, 2022.

Change in Assets Under Management – Q2 2023 vs. Q1 2023

Mackenzie's total assets under management at June 30, 2023 were \$193.3 billion, a decrease of 0.2% from \$193.8 billion at March 31, 2023. Third party assets under management were \$116.6 billion, a decrease of 0.3% from \$117.0 billion at March 31, 2023.

Investment fund assets under management were \$61.5 billion at June 30, 2023, a decrease of 0.1% from \$61.6 billion at

March 31, 2023. Mackenzie's mutual fund assets under management were \$56.4 billion at June 30, 2023, a decrease of 0.2% from \$56.5 billion at March 31, 2023. Mackenzie's ETF assets were \$5.2 billion at June 30, 2023 compared to \$5.1 billion at March 31, 2023. ETF assets inclusive of IGM Financial's managed products were \$12.9 billion at June 30, 2023 compared to \$12.8 billion at March 31, 2023.

For the quarter ended June 30, 2023, Mackenzie mutual fund gross sales were \$1.7 billion, a decrease of 23.9% from the first quarter of 2023. Mutual fund redemptions were \$2.4 billion, an increase of 10.9% from the first quarter of 2023. Net redemptions of Mackenzie mutual funds for the current quarter were \$701 million compared with net sales of \$86 million in the previous quarter.

Redemptions of long-term mutual fund assets in the current quarter were \$2.4 billion, compared to \$2.2 billion in the first quarter. Mackenzie's annualized quarterly redemption rate for long-term mutual funds for the current quarter was 17.3% compared to 15.9% in the first quarter.

For the quarter ended June 30, 2023, Mackenzie ETF net creations were \$85 million compared to (\$14) million in the first quarter.

Investment fund net redemptions in the current quarter were \$616 million compared to net sales of \$72 million in the first quarter.

As at June 30, 2023, Mackenzie's sub-advisory to Canada Life were \$47.9 billion compared to \$48.6 billion at March 31, 2023.

As at June 30, 2023, Mackenzie's sub-advisory and AUM to the Wealth Management segment were \$76.7 billion or 70.0% of total Wealth Management assets under management compared to \$76.8 billion or 70.5% of total Wealth Management assets under management at March 31, 2023.

Investment Management

Mackenzie has \$193.3 billion in assets under management at June 30, 2023, including \$76.7 billion of sub-advisory mandates to the Wealth Management segment. It has teams located in Toronto, Montreal, Winnipeg, Vancouver, Boston, Dublin and Hong Kong.

We continue to deliver our investment offerings through a boutique structure, with separate in-house investment teams which each have a distinct focus and investment approach. Our investment team currently consists of 16 boutiques. This boutique approach promotes diversification of styles and ideas and provides Mackenzie with a breadth of capabilities. Oversight is conducted through a common process intended to promote superior risk-adjusted returns over time. This oversight process focuses on i) identifying and encouraging

each team's performance edge, ii) promoting best practices in portfolio construction, and iii) emphasizing risk management.

Mackenzie's 56% economic interest in Northleaf enhances its investment capabilities by offering global private equity, private credit and infrastructure investment solutions to our clients.

In addition to our own investment teams, Mackenzie supplements investment capabilities through the use of third party sub-advisors and strategic beta index providers in selected areas. These include Putnam Investments, TOBAM, ChinaAMC, and Impax Asset Management. With the launch of the suite of 25 Futurepath Funds for Primerica, the following third party sub-advisors were added: 1832 Asset Management, Addenda, Brandywine, Blackrock, and T. Rowe Price.

Long-term investment performance is a key measure of Mackenzie's ongoing success. At June 30, 2023, 61.8% of Mackenzie mutual fund assets were rated in the top two performance quartiles for the one year time frame, 36.1% for the three year time frame and 65.2% for the five year time frame. Mackenzie also monitors its fund performance relative to the ratings it receives on its mutual funds from the Morningstar[†] fund ranking service. At June 30, 2023, 84.9% of Mackenzie mutual fund assets measured by Morningstar[†] had a rating of three stars or better and 45.3% had a rating of four or five stars. This compared to the Morningstar[†] universe of 86.1% for three stars or better and 52.0% for four and five star funds at June 30, 2023.

Products

Mackenzie continues to evolve its product shelf by providing enhanced investment solutions for financial advisors to offer their clients.

Mutual Funds

Mackenzie manages its product shelf through new fund launches and fund mergers to streamline fund offerings for advisors and investors.

Alternative Funds

Mackenzie currently has ten alternative funds including four products in collaboration with Northleaf Capital Partners (Northleaf) as part of its ongoing commitment to expand retail investor access to private market investment solutions.

Exchange Traded Funds

The addition of Exchange Traded Funds (ETF) has complemented Mackenzie's broad and innovative fund line-up and reflects its investor-focused vision to provide advisors and investors with new solutions to drive investor outcomes and achieve their personal goals. These ETFs offer investors another investment option when building long-term diversified portfolios.

Mackenzie's current line-up consists of 46 ETFs: 25 active and strategic beta ETFs and 21 traditional index ETFs. ETF assets under management ended the quarter at \$12.9 billion, inclusive of \$7.7 billion in investments from IGM managed products. This ranks Mackenzie in sixth place in the Canadian ETF industry for assets under management.

2023 Launches

During the second quarter Mackenzie launched two mutual funds and one ETF:

- Mackenzie Corporate Knights Global 100 Index ETF and Mackenzie Corporate Knights Global 100 Index Fund allow investors to access opportunities within the Corporate Knights' top 100 global sustainable companies, which consists of a diverse selection of global companies with strong management, enduring financial strength and exceptional performance in 25 measures of sustainability developed and maintained by Corporate Knights.
- Mackenzie USD Global Dividend Fund allows investors to maintain their US dollar exposure, while taking advantage of investment opportunities by investing primarily in global equities that may be expected to pay dividends, using US dollars as its base currency.

Early in the third quarter of 2023, two new funds were launched as part of Mackenzie's FuturePath suite of mutual funds in partnership with Primerica Financial Services Ltd. ("Primerica"), to address the specific needs of Primerica advisors and their clients.

- Mackenzie FuturePath Shariah Global Equity Fund is an actively managed mutual fund that allows investors access to global, Shariah-compliant investing certified by Ratings Intelligence, an external, world-class Shariah advisory firm.
- Mackenzie FuturePath USD US Core Fund allows investors to access long-term capital growth by investing primarily in US dollar denominated equity securities of large capitalization companies in the United States.

Review of Segment Operating Results

The Asset Management segment includes revenue earned on sub-advisory and AUM to the Wealth Management segment.

The Asset Management segment adjusted net earnings are presented in Table 15. Adjusted net earnings for the second quarter of 2023 were \$50.1 million, a decrease of 2.3% from the second quarter in 2022 and an increase of 3.5% from the prior quarter.

Adjusted earnings before interest and taxes for the second quarter of 2023 were \$75.1 million, a decrease of 0.4% from the second quarter in 2022 and an increase of 5.3% from the prior quarter.

2023 vs. 2022

Revenues

Asset management fees are classified as either Asset management fees – third party or Asset management fees – Wealth Management.

- Net asset management fees – third party is comprised of the following:
 - Asset management fees – third party consists of management and administration fees earned from our investment funds and management fees from our third party sub-advisory, institutional and other accounts. The largest component is management fees from our investment funds. The amount of management fees depends on the level and composition of assets under management. Management fee rates vary depending on the investment objective and the account type of the underlying assets under management. For example, equity-based mandates have higher management fee rates than exchange traded funds, fixed income mandates and retail mutual fund accounts have higher management fee rates than sub-advised and institutional accounts. The majority of Mackenzie's mutual fund assets are retail and sold through third party financial advisors.
 - Redemption fees – consists of fees earned from the redemptions of mutual fund assets sold on a deferred sales charge purchase option and on a low load purchase option. Redemption fees charged for deferred sales charge assets range from 5.5% in the first year and decrease to zero after seven years. Redemption fees for low load assets range from 2.0% to 3.0% in the first year and decrease to zero after two or three years, depending on the purchase option.
 - Dealer compensation expenses – consists of asset-based and sales-based compensation. Asset-based

compensation represents trailing commissions paid to dealers on certain classes of retail mutual funds and are calculated as a percentage of mutual fund assets under management. These fees vary depending on the fund type and the purchase option upon which the fund was sold: front-end, deferred sales charge or low load. Sales-based compensation are paid to dealers on the sale of mutual funds under the deferred sales charge purchase option and on a low load purchase option. Mackenzie stopped selling deferred sales charge purchase options and low load purchase options as of June 1, 2022, in accordance with regulatory changes.

- Asset management fees – Wealth Management consists of sub-advisory fees earned from the Wealth Management segment.

Net asset management fees – third party were \$157.1 million for the three months ended June 30, 2023, a decrease of \$2.4 million or 1.5% from \$159.5 million last year. The decrease in net asset management fees – third party was due to a 1.8% decrease in average assets under management, as shown in Table 13, partially offset by an increase in the net asset management fee rate. Mackenzie's net asset management fee rate was 54.3 basis points for the three months ended June 30, 2023, compared to 54.0 basis points in the comparative period in 2022. The increase in rate was mostly driven by lower selling commissions.

Net asset management fees – third party were \$311.7 million for the six months ended June 30, 2023, a decrease of \$12.5 million or 3.9% from \$324.2 million last year. The decrease in net asset management fees – third party was primarily due to a 4.9% decrease in average assets under management, as shown in Table 13, offset by an increase in the net management fee rate. Mackenzie's net asset management fee rate was 54.3 basis points for the six months ended June 30, 2023, compared to 53.6 basis points in the comparative period in 2022. The increase in rate was mostly driven by lower selling commissions.

Management fees – Wealth Management were \$28.3 million for the three months ended June 30, 2023, an increase of \$0.2 million or 0.7% from \$28.1 million last year. The increase in management fees was primarily due to an increase in the management fee rate, partially offset by a 0.4% decrease in average assets under management. Mackenzie's management fee rate was 14.9 basis points for the three months ended June 30, 2023 compared to 14.6 basis points in the comparative period in 2022.

Management fees – Wealth Management were \$56.8 million for the six months ended June 30, 2023, a decrease of \$0.3 million or 0.5% from \$57.1 million last year. The decrease in management fees was due to a 2.1% decrease in average assets under management, offset by an increase in the management

Table 15: Operating Results – Asset Management

<i>Three months ended</i> (\$ millions)				Change	
	2023 Jun. 30	2023 Mar. 31	2022 Jun. 30	2023 Mar. 31	2022 Jun. 30
Revenues					
Asset management					
Asset management fees – third party	\$ 235.1	\$ 232.4	\$ 240.9	1.2 %	(2.4)%
Redemption fees	0.8	0.9	0.7	(11.1)	14.3
	235.9	233.3	241.6	1.1	(2.4)
Dealer compensation expenses					
Asset-based compensation	(78.8)	(78.7)	(79.8)	0.1	(1.3)
Sales-based compensation	-	-	(2.3)	-	(100.0)
	(78.8)	(78.7)	(82.1)	0.1	(4.0)
Net asset management fees – third party	157.1	154.6	159.5	1.6	(1.5)
Asset management fees – Wealth Management	28.3	28.5	28.1	(0.7)	0.7
Net asset management	185.4	183.1	187.6	1.3	(1.2)
Net investment income and other	1.0	4.5	(1.1)	(77.8)	N/M
	186.4	187.6	186.5	(0.6)	(0.1)
Expenses					
Advisory and business development	21.0	22.7	21.5	(7.5)	(2.3)
Operations and support	89.2	92.5	88.4	(3.6)	0.9
Sub-advisory	1.1	1.1	1.2	-	(8.3)
	111.3	116.3	111.1	(4.3)	0.2
Adjusted earnings before interest and taxes ⁽¹⁾	75.1	71.3	75.4	5.3	(0.4)
Interest expense	6.1	5.8	5.9	5.2	3.4
Adjusted earnings before income taxes ⁽¹⁾	69.0	65.5	69.5	5.3	(0.7)
Income taxes	18.9	17.1	18.2	10.5	3.8
Adjusted net earnings⁽¹⁾	\$ 50.1	\$ 48.4	\$ 51.3	3.5 %	(2.3)%
Six months ended (\$ millions)					
			2023 Jun. 30	2022 Jun. 30	Change
Revenues					
Asset management					
Asset management fees – third party			\$ 467.5	\$ 495.7	(5.7)%
Redemption fees			1.7	1.7	-
			469.2	497.4	(5.7)
Dealer compensation expenses					
Asset-based compensation			(157.5)	(165.9)	(5.1)
Sales-based compensation			-	(7.3)	(100.0)
			(157.5)	(173.2)	(9.1)
Net asset management fees – third party			311.7	324.2	(3.9)
Asset management fees – Wealth Management			56.8	57.1	(0.5)
Net asset management			368.5	381.3	(3.4)
Net investment income and other			5.5	(3.7)	N/M
			374.0	377.6	(1.0)
Expenses					
Advisory and business development			43.7	41.7	4.8
Operations and support			181.7	181.5	0.1
Sub-advisory			2.2	2.7	(18.5)
			227.6	225.9	0.8
Adjusted earnings before interest and taxes ⁽¹⁾			146.4	151.7	(3.5)
Interest expense			11.9	11.7	1.7
Adjusted earnings before income taxes ⁽¹⁾			134.5	140.0	(3.9)
Income taxes			36.0	36.6	(1.6)
Adjusted net earnings⁽¹⁾			\$ 98.5	\$ 103.4	(4.7)%

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

fee rate. Mackenzie's management fee rate was 15.0 basis points for the six months ended June 30, 2023, compared to 14.7 basis points in the comparative period in 2022.

Net investment income and other primarily includes investment returns related to Mackenzie's investments in proprietary funds. These investments are generally made in the process of launching a fund and are sold as third party investors subscribe. Net investment income and other was \$1.0 million for the three months ended June 30, 2023 compared to (\$1.1) million last year, and was \$5.5 million for the six months ended June 30, 2023 compared to (\$3.7) million last year.

Expenses

Mackenzie incurs advisory and business development expenses that primarily include wholesale distribution activities and these costs vary directly with assets or sales levels. Advisory and business development expenses were \$21.0 million for the three months ended June 30, 2023, a decrease of \$0.5 million or 2.3% from \$21.5 million in 2022. Expenses for the six months ended June 30, 2023 were \$43.7 million, an increase of \$2.0 million or 4.8% from \$41.7 million last year.

Operations and support includes costs associated with business operations, including technology and business processes, in-house investment management and product shelf management, corporate management and support functions. These expenses primarily reflect compensation, technology and other service provider expenses. Operations and support expenses were \$89.2 million for the three months ended June 30, 2023, an increase of \$0.8 million or 0.9% from \$88.4 million in 2022. Expenses for the six months ended June 30, 2023 were \$181.7 million, an increase of \$0.2 million or 0.1% from \$181.5 million last year.

Sub-advisory expenses were \$1.1 million for the three months ended June 30, 2023, compared to \$1.2 million in 2022. Expenses for the six months ended June 30, 2023 were \$2.2 million, compared to \$2.7 million last year.

Interest Expense

Interest expense, which includes allocated interest expense on long-term debt and interest expense on leases, totalled \$6.1 million in the second quarter of 2023, compared to \$5.9 in the comparative period in 2022. Interest expense for the six month period was \$11.9 million compared to \$11.7 million in 2022. Long-term debt interest expense is calculated based on an allocation of IGM Financial's long-term debt to Mackenzie. The allocation of debt increased to \$450 million during the second quarter of 2023, as a result of the issuance of long-term debt by IGM Financial. Previously, the allocation was \$400 million.

Q2 2023 vs. Q1 2023

Revenues

Net asset management fees – third party were \$157.1 million for the current quarter, an increase of \$2.5 million or 1.6% from \$154.6 million in the first quarter of 2023. Factors contributing to the net decrease were:

- Average assets under management were \$116.3 billion in the current quarter, an increase of 0.5% from the prior quarter.
- Net asset management fee rate was 54.3 basis points for the current quarter compared to 54.2 basis points in the first quarter.
- There was one additional calendar day in the second quarter of 2023 compared to the first quarter of 2023, which resulted in an increase of management fees of \$2.6 million.

Management fees – Wealth Management were \$28.3 million in the current quarter, a decrease of \$0.2 million or 0.7% from \$28.5 million in the first quarter of 2023. Factors contributing to the net increase were:

- Asset management fee rate was 14.9 basis points for the current quarter compared to 15.1 basis points in the first quarter.
- Average assets under management were \$76.7 billion in the current quarter, an increase of 0.6% from the prior quarter.

Net investment income and other was \$1.0 million for the current quarter, compared to \$4.5 million in the first quarter.

Expenses

Advisory and business development expenses were \$21.0 million for the current quarter, a decrease of \$1.7 million or 7.5% from \$22.7 million in the first quarter of 2022. The decrease in the quarter is due to the timing of certain expenses.

Operations and support expenses were \$89.2 million for the current quarter, a decrease of \$3.3 million or 3.6% from \$92.5 million compared to the first quarter.

Sub-advisory expenses were \$1.1 million for the current quarter, consistent with the first quarter.

Strategic Investments and Other

Review of Segment Operating Results

The Strategic Investments and Other segment includes investments in Great-West Lifeco Inc. (Lifeco), China Asset Management Co., Ltd. (ChinaAMC), Rockefeller Capital Management (Rockefeller), Northleaf Capital Group Ltd. (Northleaf), Wealthsimple Financial Corp. (Wealthsimple), Portage Ventures LPs. (Portage), and unallocated capital.

Earnings from the Strategic Investments and Other segment include the Company's proportionate share of earnings of its associates, Lifeco, ChinaAMC, Northleaf, and Rockefeller as well as net investment income on unallocated capital.

On April 3, 2023, IGM Financial purchased a 20.5% equity interest in Rockefeller Capital Management (Rockefeller), a leading U.S. independent financial services advisory firm, for consideration of approximately USD \$622 million.

On January 12, 2023, the Company closed the previously announced transaction to acquire Power's 13.9% interest in ChinaAMC as discussed in the Consolidated Financial Position section of this MD&A. To partially fund the transaction, IGM Financial sold 1.6% of its 4% interest in Lifeco.

Assets held by the Strategic Investments and Other segment are included in Table 16.

Unallocated capital represents capital not allocated to any of the operating companies and which would be available for investment, debt repayment, distribution to shareholders or other corporate purposes. This capital is invested in highly

liquid, high quality financial instruments in accordance with the Company's Investment Policy.

Strategic Investments and Other segment adjusted net earnings are presented in Table 17.

2023 vs. 2022

The proportionate share of associates' earnings decreased by \$7.1 million in the second quarter of 2023 compared to the second quarter of 2022, and decreased by \$2.5 million in the six month period. These earnings reflect equity earnings from Lifeco, ChinaAMC, Rockefeller and Northleaf, as discussed in the Consolidated Financial Position section of this MD&A. The decrease in the three month period was due to decreases in the proportionate share of Lifeco earnings of \$14.5 million and Northleaf earnings of \$3.1 million offset in part by an increase in the proportionate share of ChinaAMC earnings of \$12.9 million. During the second quarter of 2023, the Company recorded an adjustment of (\$5.7) million related to Lifeco's first quarter earnings. The Company records its proportionate share of Lifeco earnings using consensus analysts' earnings estimates, as Lifeco reports quarterly earnings after the Company which results in an adjustment in the subsequent quarter. The decrease in the six month period was due to decreases in the proportionate share of Lifeco earnings of \$24.6 million and Northleaf earnings of \$2.2 million offset in part by the increase in the proportionate share of ChinaAMC earnings of \$27.5 million. The increase in ChinaAMC and

Table 16: Total Assets – Strategic Investments and Other

(\$ millions)	June 30, 2023	December 31, 2022
Investments in associates		
Lifeco	\$ 584.2	\$ 939.5
ChinaAMC	1,794.0	787.2
Rockefeller	841.9	-
Northleaf	292.7	284.5
Other	39.4	40.1
	3,552.2	2,051.3
FVTOCI investments		
Wealthsimple (direct investment only)	484.1	484.1
Portage and other investments	122.0	118.5
	606.1	602.6
Unallocated capital and other	273.4	782.3
Total assets	\$ 4,431.7	\$ 3,436.2
<i>Lifeco fair value</i>	\$ 851.1	\$ 1,168.3

Table 17: Operating Results – Strategic Investments and Other

<i>Three months ended</i> (\$ millions)	Change				
	2023 Jun. 30	2023 Mar. 31	2022 Jun. 30	2023 Mar. 31	2022 Jun. 30
Revenues					
Net investment income and other	\$ 3.5	\$ 3.4	\$ 1.8	2.9 %	94.4 %
Proportionate share of associates' earnings					
Investment in Lifeco	14.5	20.6	29.0	(29.6)	(50.0)
Investment in ChinaAMC	27.7	28.1	14.8	(1.4)	87.2
Investment in Rockefeller	(1.9)	–	–	N/M	N/M
Investment in Northleaf	3.1	5.1	6.2	(39.2)	(50.0)
Other	(0.5)	(0.8)	–	37.5	N/M
	42.9	53.0	50.0	(19.1)	(14.2)
	46.4	56.4	51.8	(17.7)	(10.4)
Expenses					
Operations and support	1.2	1.1	2.0	9.1	(40.0)
Adjusted earnings before income taxes ⁽¹⁾	45.2	55.3	49.8	(18.3)	(9.2)
Income taxes	3.6	3.6	1.3	–	176.9
Adjusted net earnings ⁽¹⁾	41.6	51.7	48.5	(19.5)	(14.2)
Non-controlling interest	0.6	1.0	1.3	(40.0)	(53.8)
Adjusted net earnings available to common shareholders⁽¹⁾	\$ 41.0	\$ 50.7	\$ 47.2	(19.1)%	(13.1)%

<i>Six months ended</i> (\$ millions)	Change		
	2023 Jun. 30	2023 Jun. 30	2022 Jun. 30
Revenues			
Net investment income and other	\$ 6.9	\$ 2.5	176.0 %
Proportionate share of associates' earnings			
Investment in Lifeco	35.1	59.7	(41.2)
Investment in ChinaAMC	55.8	28.3	97.2
Investment in Rockefeller	(1.9)	–	N/M
Investment in Northleaf	8.2	10.4	(21.2)
Other	(1.3)	–	N/M
	95.9	98.4	(2.5)
	102.8	100.9	1.9
Expenses			
Operations and support	2.3	3.4	(32.4)
Adjusted earnings before income taxes ⁽¹⁾	100.5	97.5	3.1
Income taxes	7.2	2.4	200.0
Adjusted net earnings ⁽¹⁾	93.3	95.1	(1.9)
Non-controlling interest	1.6	2.1	(23.8)
Adjusted net earnings available to common shareholders⁽¹⁾	\$ 91.7	\$ 93.0	(1.4)%

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

decrease in Lifeco earnings reflect the previously discussed changes in IGM Financial's percentage ownership of those companies effective on January 12, 2023.

Net investment income and other was \$3.5 million in the second quarter of 2023, an increase of \$1.7 million from \$1.8 million in 2022. For the six month period, net investment income and other was \$6.9 million, an increase of \$4.4 million from \$2.5 million in 2022. The increase in the three and six month periods from 2022 was primarily related to interest rate increases earned on the Company's unallocated capital.

Q2 2023 vs. Q1 2023

The proportionate share of associates' earnings was \$42.9 million in the second quarter of 2023, a decrease of \$10.1 million from the first quarter of 2023, primarily due to decreases in the proportionate share of Lifeco, ChinaAMC and Northleaf earnings. The decrease in Lifeco was primarily due to an adjustment to the first quarter results of (\$5.7) million recorded in the second quarter.

IGM Financial Inc.

Consolidated Financial Position

IGM Financial's total assets were \$19.4 billion at June 30, 2023, compared to \$18.7 billion at December 31, 2022.

Other Investments

The composition of the Company's securities holdings is detailed in Table 18.

Fair Value Through Other Comprehensive Income (FVTOCI)

Gains and losses on FVTOCI investments are recorded in Other comprehensive income.

Corporate Investments

Corporate investments is primarily comprised of the Company's investments in Wealthsimple Financial Corp. (Wealthsimple), and Portag3 Ventures LP, Portag3 Ventures II LP and Portage Ventures III LP (Portage) and are recorded at FVTOCI.

Wealthsimple is a financial company that provides simple digital tools for growing and managing your money.

The Company is the largest shareholder in Wealthsimple with a combined direct and indirect interest of 24.3% and a fair value of \$492 million at June 30, 2023, unchanged from December 31, 2022. Fair value is determined by using observable transactions in the investments' securities, where available, discounted cash flows, and other valuation metrics, including revenue multiples, used in the valuation of comparable public companies.

Portage consists of early-stage investment funds dedicated to backing innovating financial services companies and are controlled by Power Corporation of Canada.

The total fair value of Corporate investments of \$606 million at June 30, 2023 is presented net of certain costs incurred within the limited partnership structures holding the underlying investments.

Fair Value Through Profit or Loss (FVTPL)

Securities classified as FVTPL include equity securities and proprietary investment funds. Gains and losses are recorded in Net investment income and other in the Consolidated Statements of Earnings.

Certain proprietary investment funds are consolidated where the Company has made the assessment that it controls the investment fund. The underlying securities of these funds are classified as FVTPL.

Loans

The composition of the Company's loans is detailed in Table 19.

Loans consisted of residential mortgages and represented 25.8% of total assets at June 30, 2023, compared to 26.8% at December 31, 2022.

Loans measured at amortized cost are primarily comprised of residential mortgages sold to securitization programs sponsored by third parties that in turn issue securities to investors. An offsetting liability, Obligations to securitization entities, has been recorded and totalled \$4.5 billion at June 30, 2023, compared to \$4.6 billion at December 31, 2022.

The Company holds loans pending sale or securitization. Loans measured at fair value through profit or loss are residential mortgages held temporarily by the Company pending sale. Loans held for securitization are carried at amortized cost.

Table 18: Other Investments

(\$ millions)	June 30, 2023		December 31, 2022	
	Cost	Fair Value	Cost	Fair Value
Fair value through other comprehensive income				
Corporate investments	\$ 247.6	\$ 606.1	\$ 242.7	\$ 602.6
Fair value through profit or loss				
Equity securities	12.7	13.0	12.7	12.9
Proprietary investment funds	148.3	149.6	156.7	159.0
	161.0	162.6	169.4	171.9
	\$ 408.6	\$ 768.7	\$ 412.1	\$ 774.5

Table 19: Loans

(\$ millions)	June 30, 2023	December 31, 2022
Amortized cost	\$ 4,963.1	\$ 5,022.3
Less: Allowance for expected credit losses	0.8	0.8
	4,962.3	5,021.5
Fair value through profit or loss	45.2	–
	\$ 5,007.5	\$ 5,021.5

Total loans being held pending sale or securitization are \$444.6 million at June 30, 2023, compared to \$371.9 million at December 31, 2022.

Residential mortgages originated by IG Wealth Management are funded primarily through sales to third parties on a fully serviced basis, including Canada Mortgage and Housing Corporation (CMHC) or Canadian bank sponsored securitization programs. At June 30, 2023, IG Wealth Management serviced \$8.8 billion of residential mortgages, including \$2.0 billion originated by subsidiaries of Lifeco.

Securitization Arrangements

Through the Company's mortgage banking operations, residential mortgages are sold to securitization trusts sponsored by third parties that in turn issue securities to investors. The Company securitizes residential mortgages through the CMHC sponsored National Housing Act Mortgage-Backed Securities (NHA MBS) and the Canada Mortgage Bond Program (CMB Program) and through Canadian bank-sponsored asset-backed commercial paper (ABCP) programs. The Company retains servicing responsibilities and certain elements of credit risk and prepayment risk associated with the transferred assets. The Company's credit risk on its securitized mortgages is partially mitigated through the use of insurance. Derecognition of financial assets in accordance with IFRS is based on the transfer of risks and rewards of ownership. As the Company has retained prepayment risk and certain elements of credit risk associated with the Company's securitization transactions through the CMB and ABCP programs, they are accounted for as secured borrowings. The Company records the transactions under these programs as follows: i) the mortgages and related obligations are carried at amortized cost, with interest income and interest expense, utilizing the effective interest rate method, recorded over the term of the mortgages, ii) the component of swaps entered into under the CMB Program whereby the Company pays coupons on Canada Mortgage Bonds and receives investment returns on the reinvestment of repaid mortgage principal, are recorded at fair value, and iii) cash reserves held under the ABCP program are carried at amortized cost.

In the second quarter of 2023, the Company securitized loans through its mortgage banking operations with cash proceeds of \$218.7 million compared to \$236.3 million in 2022. Additional information related to the Company's securitization activities, including the Company's hedges of related reinvestment and interest rate risk, can be found in the Financial Risk section of this MD&A and in Note 8 to the Interim Financial Statements.

Investment in Associates

Great-West Lifeco Inc. (Lifeco)

At June 30, 2023, the Company held a 2.4% equity interest in Lifeco. IGM Financial and Lifeco are controlled by Power Corporation of Canada.

The equity method is used to account for IGM Financial's investment in Lifeco, as it exercises significant influence. Changes in the carrying value for the three and six months ended June 30, 2023 compared with 2022 are shown in Table 20.

On January 12, 2023, to partially fund the acquisition of an additional 13.9% interest in ChinaAMC, the Company sold 15,200,662 common shares of Lifeco to Power for cash consideration of \$553 million, which reduced the Company's equity interest in Lifeco from 4.0% to 2.4%. IGM Financial's accounting gain on the sale of the Lifeco shares is \$172.9 million before-tax (\$168.6 million after-tax), consisting of \$179.1 million recorded in the first quarter and a decrease of \$6.2 million that was recorded in the second quarter.

In the second quarter of 2023, the Company recorded a Lifeco IFRS 17 adjustment of \$15.1 million representing a change of estimate which has been recorded on a prospective basis.

China Asset Management Co., Ltd. (ChinaAMC)

Founded in 1998 as one of the first fund management companies in China, ChinaAMC has developed and maintained a position among the market leaders in China's asset management industry.

ChinaAMC's total assets under management, excluding subsidiary assets under management, were RMB¥ 1,801.7 billion (\$328.9 billion) at June 30, 2023, representing

Table 20: Investment in Associates

(\$ millions)	June 30, 2023						June 30, 2022			
	Lifeco	ChinaAMC	Rockefeller	Northleaf	Other	Total	Lifeco	ChinaAMC	Northleaf	Total
Three months ended										
Carrying value, April 1	\$ 571.0	\$ 1,894.9	\$ -	\$ 289.6	\$ 39.9	\$ 2,795.4	\$ 896.6	\$ 743.7	\$ 263.0	\$ 1,903.3
Investment	-	7.4	855.6	-	-	863.0	-	-	-	-
Disposition	(6.2)	-	-	-	-	(6.2)	-	-	-	-
Dividends	(11.5)	-	-	-	-	(11.5)	(18.3)	-	-	(18.3)
Proportionate share of:										
Earnings ⁽¹⁾	14.5	27.7	(1.9)	3.1 ⁽²⁾	(0.5)	42.9	29.0	14.8	6.2 ⁽²⁾	50.0
IFRS 17 adjustment	15.1	-	-	-	-	15.1	-	-	-	-
Other comprehensive income (loss) and other adjustments	1.3	(136.0)	(11.8)	-	-	(146.5)	(18.2)	(17.0)	-	(35.2)
Carrying value, June 30	\$ 584.2	\$ 1,794.0	\$ 841.9	\$ 292.7	\$ 39.4	\$ 3,552.2	\$ 889.1	\$ 741.5	\$ 269.2	\$ 1,899.8
Six months ended										
Carrying value, January 1	\$ 939.5	\$ 787.2	\$ -	\$ 284.5	\$ 40.1	\$ 2,051.3	\$ 885.1	\$ 768.7	\$ 258.8	\$ 1,912.6
Investment	-	1,161.5	855.6	-	0.6	2,017.7	-	-	-	-
Disposition	(397.7)	-	-	-	-	(397.7)	-	-	-	-
Dividends	(23.0)	(69.2)	-	-	-	(92.2)	(36.6)	(31.3)	-	(67.9)
Proportionate share of:										
Earnings ⁽¹⁾	35.1	55.8	(1.9)	8.2 ⁽²⁾	(1.3)	95.9	59.7	28.3	10.4 ⁽²⁾	98.4
IFRS 17 adjustment	15.1	-	-	-	-	15.1	-	-	-	-
Other comprehensive income (loss) and other adjustments	15.2	(141.3)	(11.8)	-	-	(137.9)	(19.1)	(24.2)	-	(43.3)
Carrying value, June 30	\$ 584.2	\$ 1,794.0	\$ 841.9	\$ 292.7	\$ 39.4	\$ 3,552.2	\$ 889.1	\$ 741.5	\$ 269.2	\$ 1,899.8

(1) The proportionate share of earnings from the Company's investment in associates is recorded in the Strategic Investments and Other segment.

(2) The Company's proportionate share of Northleaf's earnings, net of Non-controlling interest, was \$2.5 million and \$6.6 million, respectively, for the three and six month periods of 2023 compared to \$4.9 million and \$8.3 million, respectively, in 2022.

an increase of 4.6% (CAD\$ decrease of 2.6%) from RMB¥ 1,721.6 billion (\$337.6 billion) at December 31, 2022.

The equity method is used to account for the Company's 27.8% equity interest in ChinaAMC, as it exercises significant influence. Changes in the carrying value for the three and six months ended June 30, 2023 are shown in Table 20. The change in Other comprehensive income of negative \$136.0 million in the three months ended June 30, 2023, was due to a 7.3% depreciation of the Chinese yuan relative to the Canadian dollar.

On January 12, 2023, the Company acquired an additional 13.9% interest in ChinaAMC for cash consideration of \$1.15 billion from Power which increased the Company's equity interest in ChinaAMC from 13.9% to 27.8%.

Rockefeller Capital Management (Rockefeller)

On April 3, 2023, the Company acquired a 20.5% equity interest in Rockefeller Capital Management (Rockefeller) for cash consideration of approximately USD \$622 million. Rockefeller is a leading U.S. independent financial services advisory firm focused on the high-net-worth and ultra-high-net-worth segments.

The financial results of Rockefeller are accounted for using the equity method of accounting as the Company exercises significant influence arising from board representation, participation in the policy making process and shared strategic initiatives.

Northleaf Capital Group Ltd. (Northleaf)

The Company, through an acquisition vehicle held by the Company's subsidiary, Mackenzie, holds a 49.9% voting interest and a 70% economic interest in Northleaf. The acquisition vehicle is owned 80% by Mackenzie and 20% by Lifeco. Northleaf is a global private equity, private credit and infrastructure fund manager headquartered in Toronto.

Mackenzie and Lifeco have an obligation and right to purchase the remaining equity and voting interest in Northleaf commencing in approximately five years from the acquisition date and extending into future periods. The equity method is used to account for the acquisition vehicle's 70% economic interest as it exercises significant influence. Significant influence arises from board representation, participating in the policy making process and shared strategic initiatives.

The Company controls the acquisition vehicle therefore it recognizes the full 70% economic interest in Northleaf and recognizes Non-controlling interest (NCI) related to Lifeco's net interest in Northleaf of 14%.

Northleaf's assets under management, including invested capital and uninvested commitments, were \$25.2 billion as at June 30, 2023, representing an increase of \$1.1 billion or 4.6% from \$24.1 billion at December 31, 2022. The increase during the six month period was driven by \$1.5 billion in new commitments and an increase of \$0.1 billion related to return of capital and other, offset in part by a decrease of \$0.5 billion related to foreign exchange on USD denominated assets.

Consolidated Liquidity and Capital Resources

Liquidity

Cash and cash equivalents totalled \$413.2 million at June 30, 2023 compared with \$1,072.9 million at December 31, 2022 and \$969.1 million at June 30, 2022. Cash and cash equivalents related to the Company's deposit operations were \$1.5 million at June 30, 2023, compared to \$0.8 million at December 31, 2022 and \$1.3 million at June 30, 2022, as shown in Table 21.

Client funds on deposit represents cash balances held by clients within their investment accounts and with the offset included in deposit liabilities.

Working capital, which consists of current assets less current liabilities excluding assets and liabilities held for sale and the credit facility, totalled \$239.8 million at June 30, 2023, compared with \$846.8 million at December 31, 2022 and \$757.5 million at June 30, 2022 (Table 22).

Working capital, which includes unallocated capital, is utilized to:

- Finance ongoing operations, including the funding of sales commissions.
- Temporarily finance mortgages in its mortgage banking operations.
- Pay interest related to long-term debt.
- Maintain liquidity requirements for regulated entities.
- Pay quarterly dividends on its outstanding common shares.
- Finance common share repurchases and retirement of long-term debt.
- Capital investment in the business and business acquisitions.

IGM Financial continues to generate significant cash flows from its operations. Earnings before interest, taxes, depreciation and amortization before sales commissions (EBITDA before sales commissions), a non-IFRS measure (see Non-IFRS Financial

Measures and Other Financial Measures), totalled \$351.8 million for the second quarter of 2023 compared to \$343.5 million for the second quarter of 2022 and \$344.3 million for the first quarter of 2023. For the six months ended June 30, 2023, EBITDA before sales commissions totalled \$696.1 million compared to \$703.5 million for the comparative period of 2022. EBITDA before sales commissions excludes the impact of both commissions paid and commission amortization (Table 1).

Earnings before interest, taxes, depreciation and amortization after sales commissions (EBITDA after sales commissions), a non-IFRS measure (see Non-IFRS Financial Measures and Other Financial Measures), totalled \$325.3 million in the second quarter of 2023 compared to \$310.0 million in the second quarter of 2022 and \$311.0 million in the first quarter of 2023. For the six months ended June 30, 2023, EBITDA after sales commissions totalled \$636.3 million compared to \$620.5 million for the comparative period of 2022. EBITDA after sales commissions excludes the impact of commission amortization (Table 1).

Refer to the Financial Risk section of this MD&A for information related to other sources of liquidity and to the Company's exposure to and management of liquidity and funding risk.

Cash Flows

Table 23 – Cash Flows is a summary of the Consolidated Statements of Cash Flows which forms part of the Interim Financial Statements for the three and six month periods ended June 30, 2023. Cash and cash equivalents decreased by \$96.3 million in the second quarter of 2023 compared to a decrease of \$215.6 million in 2022. For the six months ended June 30, 2023, cash and cash equivalents decreased by \$622.3 million, compared to a decrease of \$323.3 million

Table 21: Deposit Operations – Financial Position

(\$ millions)	2023 Jun. 30	2022 Dec. 31	2022 Jun. 30
Assets			
Cash and cash equivalents	\$ 1.5	\$ 0.8	\$ 1.3
Client funds on deposit	3,892.0	4,347.4	2,786.5
Accounts and other receivables	0.4	0.6	0.4
Loans	9.0	9.4	11.0
Total assets	\$ 3,902.9	\$ 4,358.2	\$ 2,799.2
Liabilities and shareholders' equity			
Deposit liabilities	\$ 3,872.7	\$ 4,334.0	\$ 2,770.0
Other liabilities	21.1	15.2	18.4
Shareholders' equity	9.1	9.0	10.8
Total liabilities and shareholders' equity	\$ 3,902.9	\$ 4,358.2	\$ 2,799.2

Table 22: Working Capital

(\$ millions)	2023	2022	2022
	Jun. 30	Dec. 31	Jun. 30
Current assets			
Cash and cash equivalents	\$ 413.2	\$ 1,072.9	\$ 969.1
Client funds on deposit	3,892.0	4,347.4	2,786.5
Accounts receivable and other assets	468.3	462.6	467.1
Current portion of securitized mortgages and other	1,226.5	992.2	1,120.3
	6,000.0	6,875.1	5,343.0
Current liabilities			
Accounts and other payables	733.4	726.4	744.1
Deposits and certificates	3,871.5	4,332.8	2,768.7
Current portion of obligations to securitization entities and other	1,155.3	969.1	1,072.7
	5,760.2	6,028.3	4,585.5
Working capital	\$ 239.8	\$ 846.8	\$ 757.5

in 2022. Cash and cash equivalents from discontinued operations of \$37.4 million have been reclassified as assets held for sale on the balance sheet at June 30, 2023.

Adjustments to determine net cash from operating activities during the three and six month periods of 2023 compared to 2022 consist of non-cash operating activities offset by cash operating activities:

- The add-back of amortization of capitalized sales commissions offset by the deduction of capitalized sales commissions paid.
- The add-back of amortization of capital, intangible and other assets.
- The deduction of investment in associates' equity earnings offset by dividends received.

- The add-back of pension and other post-employment benefits offset by cash contributions.
- Changes in operating assets and liabilities and other.
- The adjustment for other items in 2023 which included the gain on the partial sale of the Company's investment in Lifeco.
- The add-back of a one-time adjustment in 2023 in respect of a restructuring provision and other.
- The deduction of restructuring provision cash payments.

Financing activities during the second quarter of 2023 compared to 2022 related to:

- An increase in obligations to securitization entities of \$213.2 million and repayments of obligations to securitization entities of \$292.8 million in 2023 compared to an increase in obligations to securitization entities of \$220.9 million

Table 23: Cash Flows

(\$ millions)	Three months ended June 30			Six months ended June 30		
	2023	2022	Change	2023	2022	Change
Operating activities						
Earnings before income taxes	\$ 175.0	\$ 267.8	(34.7)%	\$ 622.1	\$ 551.7	12.8 %
Income taxes paid	(61.0)	(64.7)	5.7	(128.3)	(225.3)	43.1
Adjustments to determine net cash from operating activities	152.7	16.6	N/M	(115.3)	(41.7)	(176.5)
	266.7	219.7	21.4	378.5	284.7	32.9
Financing activities	631.3	(427.8)	N/M	485.6	(784.4)	N/M
Investing activities	(994.3)	(7.5)	N/M	(1,486.4)	176.4	N/M
Change in cash and cash equivalents	(96.3)	(215.6)	55.3	(622.3)	(323.3)	(92.5)
Cash and cash equivalents from continuing and discontinued operations, beginning of period	546.9	1,184.7	(53.8)	1,072.9	1,292.4	(17.0)
Cash and cash equivalents, end of period	450.6	\$ 969.1	(53.5)%	450.6	\$ 969.1	(53.5)%
Less: Cash and cash equivalents from discontinued operations, end of period	37.4			37.4		
Cash and cash equivalents, end of period – continuing operations	\$ 413.2			\$ 413.2		

and repayments of obligations to securitization entities of \$417.2 million in 2022.

- Net proceeds on the credit facility of \$550.0 million in 2023 related to temporary financing put in place until the sale of IPC closes, expected in the latter half of 2023.
- The issuance of debentures of \$300.0 million in 2023.
- The payment of regular common share dividends which totalled \$133.9 million in 2023, compared to \$135.0 million in 2022.

The second quarter of 2022 also included the purchase of 2,320,000 common shares under IGM Financial's normal course issuer bid at a cost of \$90.0 million.

Financing activities during the six months ended June 30, 2023 compared to 2022 related to:

- An increase in obligations to securitization entities of \$409.4 million and repayments of obligations to securitization entities of \$509.4 million in 2023 compared to an increase in obligations to securitization entities of \$327.7 million and repayments of obligations to securitization entities of \$746.0 million in 2022.
- Net proceeds on the credit facility of \$550.0 million in 2023 related to temporary financing put in place until the sale of IPC closes, expected in the latter half of 2023.
- The issuance of debentures of \$300.0 million in 2023.
- The payment of regular common share dividends which totalled \$267.6 million in 2023, compared to \$269.8 million in 2022.

The six month period of 2022 also included the purchase of 2,890,000 common shares under IGM Financial's normal course issuer bid at a cost of \$115.7 million.

Investing activities during the second quarter of 2023 compared to 2022 primarily related to:

- The purchases of other investments totalling \$15.8 million and sales of other investments with proceeds of \$18.7 million in 2023 compared to \$74.5 million and \$72.4 million, respectively, in 2022.
- An increase in loans of \$343.3 million with repayments of loans and other of \$232.0 million in 2023 compared to \$468.6 million and \$492.1 million, respectively, in 2022 primarily related to residential mortgages in the Company's mortgage banking operations.
- Net cash used in additions to intangible assets was \$15.7 million in 2023 compared to \$16.0 million in 2022.
- The investment in Rockefeller of \$855.6 million in 2023.

Investing activities during the six months ended June 30, 2023 compared to 2022 related to:

- The purchases of other investments totalling \$37.4 million and sales of other investments with proceeds of \$40.1 million in 2023 compared to \$105.9 million and \$77.7 million, respectively, in 2022.
- An increase in loans of \$479.1 million with repayments of loans and other of \$503.8 million in 2023 compared to \$768.6 million and \$1,029.1 million, respectively, in 2022 primarily related to residential mortgages in the Company's mortgage banking operations.
- Net cash used in additions to intangible assets was \$34.4 million in 2023 compared to \$30.5 million in 2022.
- The investment in ChinaAMC of \$1,161.5 million in 2023.
- The investment in Rockefeller of \$855.6 million in 2023.
- Sale of Lifeco shares with proceeds of \$552.7 million in 2023.

Table 24: Accumulated Other Comprehensive Income (Loss)

(\$ millions)	Employee Benefits	Other Investments	Investment in Associates and Other	Total
2023				
Balance, January 1	\$ 4.3	\$ 309.7	\$ 48.8	\$ 362.8
Other comprehensive income (loss)	(8.3)	(0.5)	(135.7)	(144.5)
Disposal of investment in associate	-	-	(16.0)	(16.0)
Transfer out of fair value through other comprehensive income	-	0.1	-	0.1
Balance, June 30	\$ (4.0)	\$ 309.3	\$ (102.9)	\$ 202.4
2022				
Balance, January 1	\$ (95.7)	\$ 919.2	\$ 59.6	\$ 883.1
Other comprehensive income (loss)	85.3	(582.7)	(45.6)	(543.0)
Transfer out of fair value through other comprehensive income	-	(24.0)	-	(24.0)
Balance, June 30	\$ (10.4)	\$ 312.5	\$ 14.0	\$ 316.1

Accumulated Other Comprehensive Income

Accumulated other comprehensive income totalled \$202.4 million at June 30, 2023, compared to \$316.1 million at June 30, 2022, as detailed in Table 24.

The Other comprehensive loss for Investment in associates in 2023 was primarily related to the second quarter foreign exchange translation related to the Company's investment in ChinaAMC.

The disposal of investment in associate of \$16.0 million represents the amount of accumulated other comprehensive income transferred out as a result of the sale of Lifeco shares.

Capital Resources

The Company's capital management objective is to maximize shareholder returns while ensuring that the Company is capitalized in a manner which appropriately supports regulatory capital requirements, working capital needs and business expansion. The Company's capital management practices are focused on preserving the quality of its financial position by maintaining a solid capital base and a strong balance sheet. Capital of the Company consists of long-term debt and common shareholders' equity which totalled \$8.6 billion at June 30, 2023, compared to \$8.2 billion at December 31, 2022. The Company regularly assesses its capital management practices in response to changing economic conditions.

The Company's capital is primarily utilized in its ongoing business operations to support working capital requirements, long-term investments made by the Company, business expansion and other strategic objectives. Subsidiaries subject to regulatory capital requirements include investment dealers, mutual fund dealers, exempt market dealers, portfolio managers, investment fund managers and a trust company. These subsidiaries are required to maintain minimum levels of capital based on either working capital, liquidity or shareholders' equity. The Company's subsidiaries have complied with all regulatory capital requirements.

The total outstanding long-term debt was \$2.4 billion at June 30, 2023, compared to \$2.1 billion at December 31, 2022. Long-term debt is comprised of debentures which are senior unsecured debt obligations of the Company subject to standard covenants, including negative pledges, but which do not include any specified financial or operational covenants. The increase in long-term debt resulted from the issuance on May 26, 2023 of \$300.0 million 5.426% debentures maturing May 26, 2053. The offering was made pursuant to a prospectus supplement to IGM Financial's short form base shelf prospectus dated December 7, 2022. The net proceeds were used by IGM

Financial to fund a portion of the purchase price in connection with the acquisition of the 20.5% equity interest in Rockefeller and for general corporate purposes.

Other activities in 2023 included the declaration of common share dividends of \$267.8 million or \$1.125 per share. Changes in common share capital are reflected in the Consolidated Statements of Changes in Shareholders' Equity.

Standard & Poor's (S&P) current rating on the Company's senior unsecured debentures is "A" with a stable outlook. DBRS Morningstar's current rating on the Company's senior unsecured debentures is "A (High)" with a stable rating trend.

Credit ratings are intended to provide investors with an independent measure of the credit quality of the securities of a company and are indicators of the likelihood of payment and the capacity of a company to meet its obligations in accordance with the terms of each obligation. Descriptions of the rating categories for each of the agencies set forth below have been obtained from the respective rating agencies' websites.

These ratings are not a recommendation to buy, sell or hold the securities of the Company and do not address market price or other factors that might determine suitability of a specific security for a particular investor. The ratings also may not reflect the potential impact of all risks on the value of securities and are subject to revision or withdrawal at any time by the rating organization.

The A rating assigned to IGM Financial's senior unsecured debentures by S&P is the sixth highest of the 22 ratings used for long-term debt. This rating indicates S&P's view that the Company's capacity to meet its financial commitment on the obligation is strong, but the obligation is somewhat more susceptible to the adverse effects of changes in circumstances and economic conditions than obligations in higher rated categories.

The A (High) rating assigned to IGM Financial's senior unsecured debentures by DBRS Morningstar is the fifth highest of the 26 ratings used for long-term debt. Under the DBRS Morningstar long-term rating scale, debt securities rated A (High) are of good credit quality and the capacity for the payment of financial obligations is substantial, but of lesser credit quality than AA. While this is a favourable rating, entities in the A (High) category may be vulnerable to future events, but qualifying negative factors are considered manageable.

Financial Instruments

Table 25 presents the carrying amounts and fair values of financial assets and financial liabilities. The table excludes fair value information for financial assets and financial liabilities not measured at fair value if the carrying amount is a reasonable

Table 25: Financial Instruments

(\$ millions)	June 30, 2023		December 31, 2022	
	Carrying Value	Fair Value	Carrying Value	Fair Value
Financial assets recorded at fair value				
Other investments				
– Fair value through other comprehensive income	\$ 606.1	\$ 606.1	\$ 602.6	\$ 602.6
– Fair value through profit or loss	162.6	162.6	171.9	171.9
Loans				
– Fair value through profit or loss	45.2	45.2	–	–
Derivative financial instruments	64.8	64.8	63.7	63.7
Financial assets recorded at amortized cost				
Loans				
– Amortized cost	4,962.3	4,800.5	5,021.5	4,905.5
Financial liabilities recorded at fair value				
Derivative financial instruments	58.2	58.2	51.6	51.6
Financial liabilities recorded at amortized cost				
Deposits and certificates	3,872.7	3,872.7	4,334.0	4,334.0
Obligations to securitization entities	4,546.6	4,465.4	4,610.4	4,544.6
Long-term debt	2,400.0	2,378.6	2,100.0	2,013.9

approximation of fair value. These items include cash and cash equivalents, accounts and other receivables, certain other financial assets, accounts payable and accrued liabilities, credit facility, and certain other financial liabilities.

Fair value is determined using the following methods and assumptions:

- Other investments and other financial assets and financial liabilities are valued using quoted prices from active markets, when available. When a quoted market price is not readily available, valuation techniques are used that require assumptions related to discount rates and the timing and amount of future cash flows. Wherever possible, observable market inputs are used in the valuation techniques.
- Loans classified as held for trading are valued using market interest rates for loans with similar credit risk and maturity, specifically lending rates offered to retail borrowers by financial institutions.
- Loans classified as amortized cost are valued by discounting the expected future cash flows at prevailing market yields.
- Valuation methods used for Other investments classified as FVOCI include comparison to market transactions with arm's length third parties, use of market multiples, and discounted cash flow analysis.

- Obligations to securitization entities are valued by discounting the expected future cash flows at prevailing market yields for securities issued by these securitization entities having similar terms and characteristics.
- Deposits and certificates are valued by discounting the contractual cash flows using market interest rates currently offered for deposits with similar terms and credit risks.
- Long-term debt is valued using quoted prices for each debenture available in the market.
- Derivative financial instruments are valued based on quoted market prices, where available, prevailing market rates for instruments with similar characteristics and maturities, or discounted cash flow analysis.

See Note 17 of the Interim Financial Statements which provides additional discussion on the determination of fair value of financial instruments.

Although there were changes to both the carrying values and fair values of financial instruments, these changes did not have a material impact on the financial condition of the Company for the six months ended June 30, 2023.

Risk Management

IGM Financial is exposed to a variety of risks that are inherent in our business activities. Our ability to manage these risks is key to our ongoing success. The Company emphasizes a strong risk management culture and the implementation of an effective risk management approach. Our approach coordinates risk management across the organization and its business units and seeks to ensure prudent and measured risk-taking in order to achieve an appropriate balance between risk and return. Fundamental to our enterprise risk management program is protecting and enhancing our reputation.

Risk Management Framework

The Company's risk management approach is undertaken through our comprehensive Enterprise Risk Management (ERM) Framework which is composed of five core elements: risk governance, risk appetite, risk principles, a defined risk management process, and risk management culture. The ERM Framework is established under our ERM Policy, which is approved by the Executive Risk Management Committee.

Risk Governance

Our risk governance structure emphasizes ownership of risk management in each business unit and oversight by an Executive Risk Management Committee accountable to the Risk Committee of the Board (Risk Committee) and ultimately to the Board of Directors. Additional oversight is provided by the ERM, Compliance and Internal Audit Departments.

The Risk Committee provides primary oversight and carries out its risk management mandate. The Risk Committee is responsible for assisting the Board in reviewing and overseeing the risk governance structure and risk management program of the Company by: i) ensuring that appropriate procedures are in place to identify and manage risks and establish risk tolerances, ii) ensuring that appropriate policies, procedures and controls are implemented to manage risks, and iii) reviewing the risk management process on a regular basis to ensure that it is functioning effectively.

Other specific risks are managed with the support of the following Board committees:

- The Audit Committee has specific risk oversight responsibilities in relation to financial disclosure, internal controls and the control environment as well as our compliance activities, including administration of the Code of Conduct.
- The Human Resource Committee oversees compensation policies and practices.
- The Governance and Nominating Committee oversees corporate governance practices.

- The Related Party and Conduct Review Committee oversees conflicts of interest.

Management oversight for risk management resides with the Executive Risk Management Committee which is comprised of the Chief Executive Officers of IGM Financial, IG Wealth Management, Mackenzie Investments and Investment Planning Counsel, the Chief Financial Officer, the General Counsel, the Chief Operating Officer, and the Chief Human Resources Officer. In April 2022, the Company appointed its first Chief Risk Officer who chairs the Executive Risk Management Committee. The committee is responsible for oversight of IGM Financial's risk management process by: i) establishing and maintaining the risk framework and policy; ii) defining the risk appetite; iii) ensuring our risk profile and processes are aligned with corporate strategy and risk appetite; and iv) establishing "tone at the top" and reinforcing a strong culture of risk management.

The Chief Executive Officers of the operating companies have overall responsibility for overseeing risk management of their respective companies.

The Company has assigned responsibility for risk management using the Three Lines of Defence model, with the First Line reflecting the business units having primary responsibility for risk management, supported by Second Line risk management functions and a Third Line (the Internal Audit function) providing assurance and validation of the design and effectiveness of the ERM Framework.

First Line of Defence

The leaders of the various business units and support functions have primary ownership and accountability for the ongoing risk management associated with their respective activities. Responsibilities of business unit and support function leaders include: i) establishing and maintaining procedures for the identification, assessment, documentation and escalation of risks, ii) implementing control activities to mitigate risks, iii) identifying opportunities for risk reduction or transfer, and iv) aligning business and operational strategies with the risk culture and risk appetite of the organization as established by the Risk Management Committee.

Second Line of Defence

The Enterprise Risk Management (ERM) Department provides oversight, analysis and reporting to the Risk Management Committee on the level of risks relative to the established risk appetite for all activities of the Company. Other responsibilities include: i) developing and maintaining the enterprise risk management program and framework, ii) managing the enterprise risk management process, and iii) providing guidance and training to business unit and support function leaders.

The Company has a number of committees of senior business leaders which provide oversight of specific business risks, including the Financial Risk Management and Operational Risk Management committees. These committees perform critical reviews of risk assessments, risk management practices and risk response plans developed by business units and support functions.

Other oversight accountabilities reside with the Company's Legal and Compliance Departments which are responsible for ensuring compliance with policies, laws and regulations.

Third Line of Defence

The Internal Audit Department is the third line of defence and provides independent assurance to senior management and the Board of Directors on the effectiveness of the Company's risk management policies, processes and practices.

Risk Appetite and Risk Principles

The Risk Management Committee establishes the Company's appetite for different types of risk through the Risk Appetite Framework. Under the Risk Appetite Framework, one of four appetite levels is established for each risk type and business activity of the Company. These appetite levels range from those where the Company has no appetite for risk and seeks to minimize any losses, to those where the Company readily accepts exposure while seeking to ensure that risks are well understood and managed. These appetite levels guide our business units as they engage in business activities, and inform them in establishing policies, limits, controls and risk transfer activities.

A Risk Appetite Statement and Risk Principles provide further guidance to business leaders and employees as they conduct risk management activities. The Risk Appetite Statement's emphasis is to maintain the Company's reputation and brand, ensure financial flexibility, and focus on mitigating operational risk.

Risk Management Process

The Company's risk management process is designed to foster:

- Ongoing assessment of risks and tolerance in a changing operating environment.
- Appropriate identification and understanding of existing and emerging risks and risk response.
- Timely monitoring and escalation of risks based upon changing circumstances.

Significant risks that may adversely affect the Company's ability to achieve its strategic and business objectives are identified through the Company's ongoing risk management process.

We use a consistent methodology across our organizations and business units for identification and assessment of risks. Risks are assessed by evaluating the impact and likelihood of the potential risk event after consideration of controls and any risk transfer activities. The results of these assessments are considered relative to risk appetite and tolerances and may result in action plans to adjust the risk profile.

Risk assessments are monitored and reviewed on an ongoing basis by business units and by oversight areas including the ERM Department. The ERM Department promotes and coordinates communication and consultation to support effective risk management and escalation. The ERM Department regularly reports on the results of risk assessments and on the assessment process to the Risk Management Committee and to the Board Risk Committee.

Risk Management Culture

Risk management is intended to be everyone's responsibility within the organization. The ERM Department engages all business units in risk workshops and surveys to foster awareness and facilitate incorporation of our risk framework into our business activities.

We have an established business planning process which reinforces our risk management culture. Our compensation programs are typically objectives-based, and do not encourage or reward excessive or inappropriate risk taking, and often are aligned specifically with risk management objectives.

Our risk management program emphasizes integrity, ethical practices, responsible management and measured risk-taking with a long-term view. Our standards of integrity and ethics are reflected within our Code of Conduct which applies to directors, officers and employees.

Key Risks of the Business

Significant risks that may adversely affect our ability to achieve strategic and business objectives are identified through our ongoing risk management process.

We use a consistent methodology across our organizations and business units to identify and assess risks, considering factors both internal and external to the organization. These risks are broadly grouped into five categories: financial, operational, strategic, business, and environmental and social.

1) Financial Risk

Liquidity and Funding Risk

This is the risk of an inability to generate or obtain sufficient cash in a timely and cost-effective manner to meet contractual or anticipated commitments as they come due or arise.

Our liquidity management practices include:

- Maintaining liquid assets and lines of credit to satisfy near term liquidity needs.
- Ensuring effective controls over liquidity management processes.
- Performing regular cash forecasts and stress testing.
- Regular assessment of capital market conditions and the Company's ability to access bank and capital market funding.
- Ongoing efforts to diversify and expand long-term mortgage funding sources.
- Oversight of liquidity management by the Financial Risk Management Committee, a committee of finance and other business leaders.

A key funding requirement is the funding of advisor network compensation paid for the distribution of financial products and services. This compensation continues to be paid from operating cash flows.

The Company also maintains sufficient liquidity to fund and temporarily hold mortgages pending sale or securitization to long-term funding sources and to manage any derivative collateral requirements. Through its mortgage banking operations, residential mortgages are sold to third parties including certain mutual funds, institutional investors through private placements, Canadian bank-sponsored securitization trusts, and by issuance and sale of National Housing Act Mortgage-Backed Securities (NHA MBS) including sales to Canada Housing Trust under the CMB Program. The Company maintains committed capacity within certain Canadian bank-sponsored securitization trusts. Capacity for sales under the CMB Program consists of participation in new CMB issues and reinvestment of principal repayments held in the Principal Reinvestment Accounts. The Company's continued ability to fund residential mortgages through Canadian bank-sponsored securitization trusts and NHA MBS is dependent on securitization market conditions and government regulations that are subject to change. A condition of the NHA MBS and

CMB Program is that securitized loans be insured by an insurer that is approved by CMHC. The availability of mortgage insurance is dependent upon market conditions and is subject to change.

The Company's contractual obligations are reflected in Table 26.

In addition to IGM Financial's current balance of cash and cash equivalents, liquidity is available through the Company's lines of credit. The Company's lines of credit with various Schedule I Canadian chartered banks totalled \$825 million at June 30, 2023, unchanged from December 31, 2022. The lines of credit at June 30, 2023 consisted of committed lines of \$650 million and uncommitted lines of \$175 million, unchanged from December 31, 2022. Any advances made by a bank under the uncommitted lines of credit are at the bank's sole discretion. As at June 30, 2023 and December 31, 2022, the Company was not utilizing its committed lines of credit or its uncommitted lines of credit.

Schedule I Canadian chartered banks have provided the Company with a non-revolving term loan facility related to the proceeds on the sale of IPC. The balance of the term loan facility is due on June 1, 2024. Interest rates on the term loan facility fluctuate with Canadian bankers' acceptances.

The actuarial valuation for funding purposes related to the Company's registered defined benefit pension plan, based on a measurement date of December 31, 2022, was completed during April 2023. The valuation determines the plan surplus or deficit on both a solvency and going concern basis. The solvency basis determines the relationship between the plan assets and its liabilities assuming that the plan is wound up and settled on the valuation date. A going concern valuation compares the relationship between the plan assets and the present value of the expected future benefit cash flows, assuming the plan will be maintained indefinitely. Based on the actuarial valuation, the registered pension plan had a solvency surplus of \$70.5 million compared to a surplus of \$14.4 million in the previous

Table 26: Contractual Obligations

<i>As at June 30, 2023</i> (\$ millions)	Demand	Less than 1 Year	1-5 Years	After 5 Years	Total
Derivative financial instruments	\$ -	\$ 25.2	\$ 33.0	\$ -	\$ 58.2
Deposits and certificates ⁽¹⁾	3,871.2	0.3	0.5	0.7	3,872.7
Credit facility ⁽²⁾	-	550.0	-	-	550.0
Obligations to securitization entities	-	1,130.2	3,409.1	7.3	4,546.6
Leases ⁽³⁾	-	31.4	93.1	106.0	230.5
Long-term debt	-	-	525.0	1,875.0	2,400.0
Total contractual obligations	\$ 3,871.2	\$ 1,737.1	\$ 4,060.7	\$ 1,989.0	\$ 11,658.0

(1) Deposits and certificates due on demand are primarily offset by client funds held on deposit.

(2) The credit facility will be repaid on the close of the sale of Investment Planning Counsel.

(3) Includes remaining lease payments related to office space and equipment used in the normal course of business.

actuarial valuation, which was based on a measurement date of December 31, 2021. The improvement in the funded status resulted largely from interest rate increases. The registered pension plan had a going concern surplus of \$127.4 million compared to \$95.0 million in the previous valuation. The next actuarial valuation will be based on a measurement date of December 31, 2025. During the six months ended June 30, 2023, the Company has made cash contributions of \$3.7 million (2022 – \$9.0 million). As a result of the valuation filed in April 2023, IGM Financial received a contribution holiday and is not allowed to make contributions to the pension plan. Pension contribution decisions are subject to change, as contributions are affected by many factors including market performance, regulatory requirements, changes in assumptions and management's ability to change funding policy.

Management believes cash flows from operations, available cash balances and other sources of liquidity described above are sufficient to meet the Company's liquidity needs. The Company continues to have the ability to meet its operational cash flow requirements, its contractual obligations, and its declared dividends. The current practice of the Company is to declare and pay dividends to common shareholders on a quarterly basis at the discretion of the Board of Directors. The declaration of dividends by the Board of Directors is dependent on a variety of factors, including earnings which are significantly influenced by the impact that debt and equity market performance has on the Company's fee income and commission and certain other expenses. The Company's liquidity position and its management of liquidity and funding risk have not changed materially since December 31, 2022.

Credit Risk

This is the risk of financial loss to the Company if a counterparty to a transaction fails to meet its obligations.

The Company's cash and cash equivalents, other investment holdings, mortgage portfolios, and derivatives are subject to credit risk. The Company monitors its credit risk management practices on an ongoing basis to evaluate their effectiveness.

Cash and Cash Equivalents and Client Funds on Deposit

At June 30, 2023, cash and cash equivalents of \$413.2 million (December 31, 2022 – \$1,072.9 million) consisted of cash balances of \$209.2 million (December 31, 2022 – \$346.3 million) on deposit with Canadian chartered banks and cash equivalents of \$204.0 million (December 31, 2022 – \$726.6 million). Cash equivalents are comprised of Government of Canada treasury bills totalling \$0.5 million (December 31, 2022 – \$81.6 million), provincial government treasury bills and promissory notes of nil (December 31, 2022 – \$306.8 million), bankers' acceptances of \$203.5 million (December 31, 2022 – \$293.2 million) and other corporate commercial paper of nil (December 31, 2022 – \$45.0 million).

IG Wealth Management's client funds on deposit of \$3,892.0 million (December 31, 2022 – \$4,029.7 million) are held with a Schedule I chartered bank and approximately 88% of the deposits were insured by the Canada Deposit Insurance Corporation at June 30, 2023. IPC's client funds on deposit of \$250.0 million (December 31, 2022 – \$317.7 million) included in assets held for sale at June 30, 2023 are held with a Schedule I chartered bank and approximately 86% of the deposits were insured by the Canada Deposit Insurance Corporation at June 30, 2023.

The Company manages credit risk related to cash and cash equivalents by adhering to its Investment Policy that outlines credit risk parameters and concentration limits. The Company regularly reviews the credit ratings of its counterparties. The maximum exposure to credit risk on these financial instruments is their carrying value.

The Company's exposure to and management of credit risk related to cash and cash equivalents and fixed income securities have not changed materially since December 31, 2022.

Mortgage Portfolio

At June 30, 2023, residential mortgages, recorded on the Company's balance sheet, of \$5.0 billion (December 31, 2022 – \$5.0 billion) consisted of \$4.6 billion sold to securitization programs (December 31, 2022 – \$4.6 billion), \$444.6 million held pending sale or securitization (December 31, 2022 – \$371.9 million) and \$13.1 million related to the Company's intermediary operations (December 31, 2022 – \$12.7 million).

The Company manages credit risk related to residential mortgages through:

- Adhering to its lending policy and underwriting standards;
- Its loan servicing capabilities;
- Use of client-insured mortgage default insurance and mortgage portfolio default insurance held by the Company; and
- Its practice of originating its mortgages exclusively through a network of Mortgage Planning Specialists and IG Wealth Management advisors as part of a client's IG Living Plan.

In certain instances, credit risk is also limited by the terms and nature of securitization transactions as described below:

- Under the NHA MBS program totalling \$2.5 billion (December 31, 2022 – \$2.5 billion), the Company is obligated to make timely payment of principal and coupons irrespective of whether such payments were received from the mortgage borrower. However, as required by the NHA MBS program, 100% of the loans are insured by an approved insurer.
- Credit risk for mortgages securitized by transfer to bank-sponsored securitization trusts totalling \$2.1 billion (December 31, 2022 – \$2.1 billion) is limited to amounts held

in cash reserve accounts and future net interest income, the fair values of which were \$54.3 million (December 31, 2022 – \$55.2 million) and \$21.5 million (December 31, 2022 – \$21.3 million), respectively, at June 30, 2023. Cash reserve accounts are reflected on the balance sheet, whereas rights to future net interest income are not reflected on the balance sheet and will be recorded over the life of the mortgages.

At June 30, 2023, residential mortgages recorded on balance sheet were 52.0% insured (December 31, 2022 – 53.3%). At June 30, 2023, impaired mortgages on these portfolios were \$1.4 million, compared to \$2.2 million at December 31, 2022. Uninsured non-performing mortgages over 90 days on these portfolios were \$1.2 million at June 30, 2023, compared to \$1.7 million at December 31, 2022.

The Company also retains certain elements of credit risk on mortgage loans sold to the IG Mackenzie Mortgage and Short Term Income Fund through an agreement to repurchase mortgages in certain circumstances benefiting the funds. These loans are not recorded on the Company's balance sheet as the Company has transferred substantially all of the risks and rewards of ownership associated with these loans.

The Company regularly reviews the credit quality of the mortgages and the adequacy of the allowance for expected credit losses.

The Company's allowance for expected credit losses was \$0.8 million at June 30, 2023, unchanged from December 31, 2022, and is considered adequate by management to absorb all credit-related losses in the mortgage portfolios based on: i) historical credit performance experience, ii) recent trends including increasing interest rates, iii) current portfolio credit metrics and other relevant characteristics, iv) our strong financial planning relationship with our clients, and v) stress testing of losses under adverse real estate market conditions.

The Company's exposure to and management of credit risk related to mortgage portfolios have not changed materially since December 31, 2022.

Derivatives

The Company is exposed to credit risk through derivative contracts it utilizes to hedge interest rate risk, to facilitate securitization transactions and to hedge market risk related to certain stock-based compensation arrangements. These derivatives are discussed more fully under the Market Risk section of this MD&A.

To the extent that the fair value of the derivatives is in a gain position, the Company is exposed to credit risk that its counterparties fail to fulfil their obligations under these arrangements.

The Company's derivative activities are managed in accordance with its Investment Policy which includes counterparty limits and other parameters to manage counterparty risk. The aggregate credit risk exposure related to derivatives that are in a gain position of \$76.8 million (December 31, 2022 – \$71.2 million) does not give effect to any netting agreements or collateral arrangements. The exposure to credit risk, considering netting agreements and collateral arrangements and including rights to future net interest income, was \$8.1 million at June 30, 2023 (December 31, 2022 – \$10.5 million). Counterparties are all Canadian Schedule I chartered banks and, as a result, management has determined that the Company's overall credit risk related to derivatives was not significant at June 30, 2023. Management of credit risk related to derivatives has not changed materially since December 31, 2022.

Additional information related to the Company's securitization activities and utilization of derivative contracts can be found in Note 8 to the Interim Financial Statements and Notes 2, 7 and 23 to the Annual Financial Statements.

Market Risk

This is the risk of loss arising from changes in the values of the Company's financial instruments due to changes in interest rates, equity prices or foreign exchange rates.

Interest Rate Risk

IGM Financial is exposed to interest rate risk on its mortgage portfolio and on certain of the derivative financial instruments used in our mortgage banking operations.

The Company manages interest rate risk associated with its mortgage banking operations by entering into interest rate swaps with Canadian Schedule I chartered banks as follows:

- The Company has in certain instances funded floating rate mortgages with fixed rate Canada Mortgage Bonds as part of the securitization transactions under the CMB Program. As previously discussed, as part of the CMB Program, the Company is party to a swap whereby it is entitled to receive investment returns on reinvested mortgage principal and is obligated to pay Canada Mortgage Bond coupons. This swap had a fair value of \$22.7 million (December 31, 2022 – \$20.5 million) and an outstanding notional amount of \$0.2 billion at June 30, 2023 (December 31, 2022 – \$0.2 billion). The Company enters into interest rate swaps with Canadian Schedule I chartered banks to hedge the risk that the interest rates earned on floating rate mortgages and reinvestment returns decline. The fair value of these swaps totalled negative \$24.2 million (December 31, 2022 – negative \$19.6 million), on an outstanding notional amount of \$1.5 billion at June 30, 2023 (December 31, 2022 – \$1.3 billion). The net fair value of these swaps of

negative \$1.5 million at June 30, 2023 (December 31, 2022 – \$0.9 million) is recorded on the balance sheet and has an outstanding notional amount of \$1.7 billion (December 31, 2022 – \$1.5 billion).

- The Company is exposed to the impact that changes in interest rates may have on the value of mortgages committed to or held pending sale or securitization to long-term funding sources. The Company enters into interest rate swaps to hedge the interest rate risk related to funding costs for mortgages held by the Company pending sale or securitization. Hedge accounting is applied to the cost of funds on certain securitization activities. The effective portion of fair value changes of the associated interest rate swaps are initially recognized in Other comprehensive income and subsequently recognized in Wealth Management revenue over the term of the related Obligations to securitization entities. The fair value of these swaps was \$4.1 million (December 31, 2022 – \$4.7 million) on an outstanding notional amount of \$270.9 million at June 30, 2023 (December 31, 2022 – \$191.6 million).

As at June 30, 2023, the impact to annual net earnings of a 100 basis point increase in interest rates would have been a decrease of approximately \$0.8 million (December 31, 2022 – decrease of \$1.7 million). The Company's exposure to and management of interest rate risk have not changed materially since December 31, 2022.

Equity Price Risk

IGM Financial is exposed to equity price risk on our equity investments which are classified as either fair value through other comprehensive income or fair value through profit or loss, and on our investments in associates, which are accounted for using the equity method. The fair value of the other investments was \$0.8 billion at June 30, 2023 (December 31, 2022 – \$0.8 billion), as shown in Table 18, and the carrying value of the investment in associates was \$3.6 billion at June 30, 2023 (December 31, 2022 – \$2.1 billion), as shown in Table 16.

The Company sponsors a number of deferred compensation arrangements for employees where payments to participants are deferred and linked to the performance of the common shares of IGM Financial Inc. The Company hedges its exposure to this risk through the use of forward agreements and total return swaps.

Foreign Exchange Risk

IGM Financial is exposed to foreign exchange risk on its investment in ChinaAMC. Changes to the carrying value due to changes in foreign exchange rates are recognized in Other comprehensive income. As at June 30, 2023, a 5% appreciation (depreciation) in Canadian currency relative to foreign

currencies would decrease (increase) the aggregate carrying value of foreign investments by approximately \$123.8 million (\$136.9 million).

The Company's proportionate share of ChinaAMC's earnings, recorded in Proportionate share of associates' earnings in the Consolidated Statements of Earnings, is also affected by changes in foreign exchange rates. For the quarter ended June 30, 2023, the impact to net earnings of a 5% appreciation (depreciation) in Canadian currency relative to foreign currencies would decrease (increase) the Company's proportionate share of associates' earnings (losses) by approximately \$1.4 million (\$1.6 million).

Risks Related to Assets Under Management and Advisement

At June 30, 2023, IGM Financial's total assets under management and advisement were \$261.1 billion compared to \$249.4 billion at December 31, 2022.

The Company's primary sources of revenues are advisory fees and asset management fees which are applied as an annual percentage of the level of assets under management and advisement. As a result, the level of the Company's revenues and earnings are indirectly exposed to a number of financial risks that affect the value of assets under management and advisement on an ongoing basis. These include market risks, such as changes in equity prices, interest rates and foreign exchange rates, as well as credit risk on debt securities, loans and credit exposures from other counterparties within our client portfolios.

Changing financial market conditions may also lead to a change in the composition of the Company's assets under management between equity and fixed income instruments, which could result in lower revenues depending upon the management fee rates associated with different asset classes and mandates.

The Company believes that over the long term, exposure to investment returns on its client portfolios is beneficial to the Company's results and consistent with stakeholder expectations, and generally it does not engage in risk transfer activities such as hedging in relation to these exposures.

The Company's exposure to the value of assets under management and advisement aligns it with the experience of its clients. Assets under management are broadly diversified by asset class, geographic region, industry sector, investment team and style. The Company regularly reviews the sensitivity of its assets under management, revenues, earnings and cash flow to changes in financial markets.

Table 27: IGM Financial Assets Under Management – Asset and Currency Mix

<i>As at June 30, 2023</i>	Investment Funds	Total
Cash	1.1 %	2.2 %
Short-term fixed income and mortgages	4.5	4.5
Other fixed income	22.2	21.7
Domestic equity	20.1	25.1
Foreign equity	49.6	44.5
Real Property	2.5	2.0
	100.0 %	100.0 %
CAD	49.4 %	55.4 %
USD	33.2	29.2
Other	17.4	15.4
	100.0 %	100.0 %

2) Operational Risk

This is the risk of financial loss, reputational damage or regulatory actions resulting from inadequate or failed internal processes or systems, human interaction or external events. This excludes business risk, which is a separate category in our ERM framework.

We are exposed to a broad range of operational risks, including information technology security and system failures, errors relating to transaction processing, financial models and valuations, fraud and misappropriation of assets, and inadequate application of internal control processes.

Operational risks relating to people and processes are mitigated through policies and process controls. Oversight of risks and ongoing evaluation of the effectiveness of controls is provided by the Company's Compliance Department, ERM Department and Internal Audit Department.

The Company has an insurance review process where it assesses and determines the nature and extent of insurance that is appropriate to provide adequate protection against unexpected losses, and where it is required by law, regulators or contractual agreements.

Operational risk affects all business activities, including the processes in place to manage other risks. As a result, operational risk can be difficult to measure, given that it forms part of other risks of the Company and may not always be separately identified.

The Company's risk management framework emphasizes operational risk management and internal control. The Company has a very low appetite for risk in this area.

The business unit leaders are responsible for management of the day to day operational risks of their respective business units. Specific programs, policies, training, standards and governance processes have been developed to help manage operational risk.

The Company has a crisis response plan which outlines crisis response coordination policies and procedures in the event of a crisis that could significantly impact the organization's reputation, brands or business operations. The Company executes simulation exercises on a regular basis. The Company has a crisis assessment team comprised of senior leadership who are responsible for crisis confirmation and management. In addition, this team is responsible for setting strategy, overseeing response and ensuring appropriate subject matter experts are engaged in the scenario-dependent crisis response team.

The Company also has a business continuity management program to enable critical operations and processes to function in the event of a business disruption.

The Company's business continuity plan has been effective at ensuring the Company is able to continue operations and provide client service with minimal disruptions.

Technology and Cyber Risk

We use systems and technology to support business operations and the client and advisor experience. As a result, we are exposed to risks relating to technology and cyber security such as data breaches, identity theft and hacking, including the risk of denial of service or malicious software attacks. The volume of these activities in our society has increased since the onset of COVID-19. Such attacks could compromise confidential information of the Company and that of clients or other stakeholders, and could result in negative consequences including lost revenue, litigation, regulatory scrutiny or reputational damage. To remain resilient to such threats, we have established enterprise-wide cyber security programs, benchmarked capabilities to sound industry practices, and implemented threat and vulnerability assessment and response capabilities. Hybrid work from home programs introduces increased need to mitigate risk of potential data loss.

Third Party Risk

We regularly engage third parties to provide expertise and efficiencies that support our operational activities. Our exposure to third party service provider risk could include reputational, regulatory and other operational risks. Policies, standard operating procedures and dedicated resources, including a supplier code of conduct and outsourcing policy, have been developed and implemented to specifically address third party service provider risk. We perform due diligence and monitoring activities before entering into contractual relationships with third-party service providers and on an ongoing basis. As our reliance on external service providers continues to grow, we continue to enhance resources and processes to support third party risk management.

Model Risk

We use a variety of models to assist in: the valuation of financial instruments, operational scenario testing, management of cash flows, capital management, and assessment of potential acquisitions. These models incorporate internal assumptions, observable market inputs and available market prices. Effective controls exist over the development, implementation and application of these models. However, changes in the internal assumptions or other factors affecting the models could have an adverse effect on the Company's consolidated financial position and reputation.

Legal and Regulatory Compliance Risk

This is the risk of not complying with laws, contractual agreements or regulatory requirements. These risks relate to regulation governing product distribution, investment management, accounting, reporting and communications.

IGM Financial is subject to complex and changing legal, taxation and regulatory requirements, including the requirements of agencies of the federal, provincial and territorial governments in Canada which regulate the Company and its activities. The Company and its subsidiaries are also subject to the requirements of self-regulatory organizations to which they belong. These and other regulatory bodies regularly adopt new laws, rules, regulations and policies that apply to the Company and its subsidiaries. These requirements include those that apply to IGM Financial as a publicly traded company and those that apply to the Company's subsidiaries based on the nature of their activities. They include regulations related to the management and provision of financial products and services, including securities, insurance and mortgages, and other activities carried on by the Company in the markets in which it operates. Regulatory standards affecting the Company and the financial services industry are significant and continually evolve. The Company and its subsidiaries are subject to reviews as part of the normal ongoing process of oversight by the various regulators.

Failure to comply with laws, rules or regulations could lead to regulatory sanctions and civil liability, and may have an adverse reputational or financial effect on the Company. The Company manages legal and regulatory compliance risk through its efforts to promote a strong culture of compliance. The monitoring of regulatory developments and their impact on the Company is overseen by the Regulatory Initiatives Committee chaired by the Executive Vice-President, General Counsel. The Company also continues to develop and maintain compliance policies, processes and oversight, including specific communications on compliance and legal matters, training, testing, monitoring and reporting. The Audit Committee of the Board receives regular reporting on compliance initiatives and issues.

IGM Financial promotes a strong culture of ethics and integrity through its Code of Conduct approved by the Board of Directors, which outlines standards of conduct that apply to all IGM Financial directors, officers and employees. The Code of Conduct references many policies relating to the conduct of directors, officers and employees. Other corporate policies cover anti-money laundering and privacy. Training is provided on these policies on an annual basis. Individuals subject to the Code of Conduct attest annually that they understand the requirements and have complied with its provisions.

Business units are responsible for management of legal and regulatory compliance risk, and implementing appropriate policies, procedures and controls. The Compliance Department is responsible for providing oversight of all regulated compliance activities. The Internal Audit Department also provides oversight concerning regulatory compliance matters.

Privacy Risk

Privacy risk is the potential for access to, collection, use, transfer, disclosure and retention of personal information in contravention of applicable laws, regulations and/or ethical standards. Our clients entrust us with their personal information, and we have a regulatory and ethical responsibility to protect it. We collect only the personal information that is necessary to provide our products and services to clients, and where we have consent to do so.

If we need to share clients' personal information with third-party service providers, we remain responsible for that information and protect it through contractual and other measures that commit the service providers to maintain levels of protection comparable to ours.

IGM Financial has established an enterprise Privacy Risk Management Framework to manage privacy risk. Our Chief Privacy Officer (CPO) leads and oversees our privacy program, partnering with cross-functional teams to develop and implement enterprise-wide policies, standards and controls regarding the handling and safeguarding of personal

information. Ultimately reporting to the CPO, enterprise and operating company privacy delegates work with front-line business units to address privacy matters.

Employees and advisors are required to complete mandatory privacy training at onboarding, and annually thereafter. The training includes our privacy obligations, privacy best practices, and how to prevent, handle and report privacy breaches, complaints and access to information requests.

Contingencies

The Company is subject to legal actions arising in the normal course of its business. In December 2018, a proposed class action was filed in the Ontario Superior Court against Mackenzie Financial Corporation (Mackenzie) which alleges that the company should not have paid mutual fund trailing commissions to order execution only dealers. In August 2022, a second proposed class action concerning the same subject matter was filed against Mackenzie.

In late March 2023, the Company was notified by one of our third-party vendors, InvestorCOM Inc., that they were compromised due to a cybersecurity incident related to a technology supplier to InvestorCOM, GoAnywhere. On becoming aware of this incident, we took immediate steps to mitigate the issue and began a full cyber forensics investigation. As part of the investigation, we discovered that Mackenzie client account numbers, names, addresses and social insurance numbers were part of this incident. The Company has notified impacted clients and offered credit monitoring at no cost for two years to all clients. At this time, we expect known costs to be covered by the Company's insurance. In July 2023, a proposed class action was filed in the Court of King's Bench for Saskatchewan against Mackenzie concerning the same subject matter.

Although it is difficult to predict the outcome of any such legal actions, based on current knowledge and consultation with legal counsel, management does not expect the outcome of any of these matters, individually or in aggregate, to have a material adverse effect on the Company's consolidated financial position.

3) Strategic Risk

This is the risk of potential adverse impacts resulting from inadequate or inappropriate governance, oversight, management of incentives and conflicts, regulatory developments and strategy.

IGM Financial believes in the importance of good corporate governance and the central role played by directors in the governance process. We believe that sound corporate governance is essential to the well-being of the Company and our shareholders.

Oversight of IGM Financial is performed by the Board of Directors directly and through its five committees. The Company's President and Chief Executive Officer has overall responsibility for management of the Company. The Company's activities are carried out principally by three operating companies – Investors Group Inc., Mackenzie Financial Corporation and Investment Planning Counsel Inc. – each of which are managed by a President and Chief Executive Officer. The Company also has a strategy execution oversight function and committee that reviews and approves strategic initiative business cases and oversees progress against our strategic priorities and objectives.

The President and Chief Executive Officer of the Company, in collaboration with the Board of Directors, is responsible each year to develop, review and update the Company's strategic plan. The strategic plan sets out both the annual and longer-term objectives for the Company in light of emerging opportunities and risks and with a view to the Company's sustained profitable growth and long-term value creation. The Board is responsible for approving the Company's overall business strategy. In carrying out this responsibility, the Board reviews the short-, medium- and long-term risks associated with the strategic plan, considers the strengths and potential weaknesses of trends and opportunities, and approves the Company's annual business, financial and capital management plans. A portion of each Board meeting is dedicated to discussion of strategic matters including receiving updates on the progress and implementation of the strategic plan.

Regulatory Development Risk

This is the potential for changes to regulatory, legal, or tax requirements that may have an adverse impact on the Company's business activities or financial results.

We are exposed to the risk of changes in laws, taxation and regulation that could have an adverse impact on the Company. Particular regulatory initiatives may have the effect of making the products of the Company's subsidiaries appear to be less competitive than the products of other financial service providers, to third party distribution channels and to clients. Regulatory differences that may impact the competitiveness of the Company's products include regulatory costs, tax treatment, disclosure requirements, transaction processes or other differences that may be as a result of differing regulation or application of regulation. Regulatory developments may also impact product structures, pricing, and dealer and advisor compensation. In July, 2023, the China Securities Regulatory Commission (CSRC) initiated a work plan for the fee reform of the mutual fund industry, which the CSRC has indicated is designed to continue to promote the high-quality development of the Chinese investment fund industry. Concurrently, ChinaAMC announced fee reductions on certain mutual funds.

These reductions will reduce the revenues of ChinaAMC and impact the earnings that IGM Financial recognizes related to its investment in ChinaAMC. These changes are not expected to be material to IGM Financial. We believe these changes will help encourage broader participation of retail and institutional investors in the development of a fast growing industry. While the Company and its subsidiaries actively monitor such initiatives, and where feasible comment upon or discuss them with regulators, the ability of the Company and its subsidiaries to mitigate the imposition of differential regulatory treatment of financial products or services is limited.

The Company continuously monitors regulatory developments, guidance and communications.

Acquisition Risk

The Company is exposed to risks related to its acquisitions and strategic investments. The Company undertakes thorough due diligence prior to completing an acquisition, but there is no assurance that the Company will achieve the expected strategic objectives or cost and revenue synergies subsequent to an acquisition. Subsequent changes in the economic environment and other unanticipated factors may affect the Company's ability to achieve expected earnings growth or expense reductions. The success of an acquisition and of the Company's strategic investments is dependent on retaining assets under management, clients, and key employees of an acquired company.

4) Business Risk

General Business Conditions

This risk refers to the potential for unfavourable impacts on IGM Financial resulting from competitive or other external factors relating to the marketplace.

Global economic conditions, changes in equity markets, inflation and demographics can affect investor confidence, income levels and savings. In addition, geopolitical risk, government instability and other factors can influence inflation, interest rates, global economic growth, and business conditions in markets in which the Company operates. These environments could result in reduced sales of IGM Financial's products and services and/or result in investors redeeming their investments. These factors may also affect the level and volatility of financial markets and

the value of the Company's assets under management, as described more fully under the Risks Related to Assets Under Management section of this MD&A.

To manage this risk, the Company, across its operating subsidiaries, communicates with clients and underscores the importance of financial planning across economic cycles. The Company and the industry continue to take steps to educate Canadian investors on the merits of financial planning, diversification and long-term investing. In periods of volatility, Wealth Management advisors and independent financial advisors play a key role in assisting investors in maintaining perspective and focus on their long-term objectives.

Redemption rates for long-term funds are summarized in Table 28 and are discussed in the Wealth Management and the Asset Management Segment Operating Results sections of this MD&A.

Catastrophic Events or Loss

Catastrophic events or loss refers to the risk that events such as earthquakes, floods, fire, tornadoes, pandemics, or terrorism could adversely affect the Company's financial performance.

Catastrophic events can cause economic uncertainty, affect investor confidence, income levels and financial planning decisions. This could affect the level and volatility of financial markets and the level of the Company's assets under management and advisement.

Product / Service Offering

This risk refers to the potential for unfavourable impacts on IGM Financial resulting from inadequate product or service performance, quality or breadth.

IGM Financial and its subsidiaries operate in a highly competitive environment, competing with other financial service providers, investment managers and product and service types. Client development and retention can be influenced by a number of factors, including investment performance, products and services offered by competitors, relative service levels, relative pricing, product attributes, reputation and actions taken by competitors. This competition could have an adverse impact upon the Company's financial position and operating results. Please refer to The Competitive Landscape section of this MD&A for further discussion.

Table 28: Twelve Month Trailing Redemption Rate for Long-term Funds

	2023 Jun. 30	2022 Jun. 30
IGM Financial Inc.		
IG Wealth Management	11.1 %	9.1 %
Mackenzie	16.2 %	14.3 %
Counsel	22.0 %	19.0 %

We provide Wealth Management advisors, independent financial advisors, as well as retail and institutional clients with a high level of service and support and a broad range of investment products, with a focus on building enduring relationships. The Company's subsidiaries also continually review their respective product and service offering and pricing to ensure competitiveness in the marketplace.

We strive to deliver strong investment performance on our products relative to benchmarks and peers. Poor investment performance relative to benchmarks or peers could reduce the level of assets under management and sales and asset retention, as well as adversely impact our brands and reputation. Meaningful and/or sustained underperformance could affect the Company's results. Our objective is to cultivate investment processes and disciplines that give us a competitive advantage, and we do this by diversifying our assets under management and product shelf by investment team, brand, asset class, mandate, style and geographic region.

Business / Client Relationships

This risk refers to the potential for unfavourable impacts on IGM Financial resulting from changes to key business or client relationships. These relationships primarily include IG Wealth Management clients and advisors, Mackenzie retail distribution, strategic and significant business partners, clients of Mackenzie funds, and sub-advisors and other product suppliers.

IG Wealth Management advisor network – IG Wealth Management derives all of its mutual fund sales through its advisor network. IG Wealth Management advisors have regular direct contact with clients which can lead to a strong and personal client relationship based on the client's confidence in that individual advisor. The market for advisors is extremely competitive. The loss of a significant number of key advisors could lead to the loss of client accounts which could have an adverse effect on IG Wealth Management's results of operations and business prospects. IG Wealth Management is focused on strengthening its distribution network of advisors and on responding to the complex financial needs of its clients by delivering a diverse range of products and services in the context of personalized financial advice, as discussed in the Wealth Management Review of the Business section of this MD&A.

Asset Management – Mackenzie derives the majority of its mutual fund sales through third party financial advisors. Financial advisors generally offer their clients investment products in addition to, and in competition with Mackenzie. Mackenzie also derives sales of its investment products and services from its strategic alliance and institutional clients. Due to the nature of the distribution relationship in these relationships and the relative size of these accounts, gross sale and redemption activity can be more pronounced in these accounts than in a retail relationship. Mackenzie's ability to market its investment

products is highly dependent on continued access to these distribution networks. Lack of access could have a material adverse effect on Mackenzie's operating results and business prospects. Mackenzie is well positioned to manage this risk and to continue to build and enhance its distribution relationships. Mackenzie's diverse portfolio of financial products and its long-term investment performance record, marketing, educational and service support has made Mackenzie one of Canada's leading investment management companies. These factors are discussed further in the Asset Management Review of the Business section of this MD&A.

People Risk

This risk refers to the potential inability to attract or retain employees or Wealth Management advisors, develop them to an appropriate level of proficiency, or manage engagement and personnel succession or transition.

Management, investment and distribution personnel play an important role in developing, implementing, managing and distributing products and services offered by IGM Financial. The loss of these individuals or an inability to attract, retain and engage sufficient numbers of qualified personnel could negatively affect IGM Financial's business and financial performance.

We have a Diversity, Equity and Inclusion Strategy with the purpose of driving an inclusive, equitable and consistent experience for employees and clients that supports our business objectives now and into the future. To achieve the desired outcomes, we focus on three pillars of action: raising awareness; improving inclusive leadership behaviours; and building external partnerships and community engagement.

We also have a Wellness Strategy to support our employees' wellbeing with a goal to ensure our employees are physically thriving, emotionally balanced, socially connected and financially secure.

5) Environmental and Social Risk (Including Climate Change)

This is the potential for financial loss or other unfavourable impacts resulting from environmental or social (E&S) issues connected to our business operations, investment activities, meeting our sustainability commitments, and increasingly for regulatory compliance. We recognize that E&S risks can be within our operations or impact stakeholders along our supply chain, including clients, investee companies and suppliers.

Environmental risks include issues such as climate change, biodiversity and land use, pollution, waste, and the unsustainable use of energy, water and other resources. Social risks include issues such as human rights; labour standards; diversity, equity and inclusion; Indigenous reconciliation; and community impacts.

IGM Financial has a long-standing commitment to responsible management, as articulated in our Corporate Sustainability Statement approved by the Board of Directors. Through its Risk Committee, the Board is responsible for ensuring that material E&S risks are appropriately identified, managed and monitored.

The Company's Executive Risk Management Committee is responsible for oversight of the risk management process, including E&S and climate change risks. Other management committees provide oversight of specific risks including the Executive Sustainability Committee and the Diversity and Inclusion Executive Council. The Sustainability Committee is composed of senior executives who are responsible for ensuring implementation of policy and strategy, establishing goals and initiatives, measuring progress, and approving annual reporting for environmental, social and governance (ESG) matters.

Our commitment to responsible management is demonstrated through various mechanisms. These include our Code of Conduct for employees, contractors, and directors; our Supplier Code of Conduct; our Workplace Harassment and Discrimination Prevention Policy; our Diversity Policy; our Environmental Policy; and other related policies.

IG Wealth Management and Mackenzie Investments, and their investment sub-advisors, are signatories to the Principles for Responsible Investment (PRI). Under the PRI, investors formally commit to incorporate ESG issues into their investment decision making and active ownership processes. In addition, IG Wealth Management, Mackenzie Investments and Investment Planning Counsel have implemented Sustainable Investment Policies outlining the practices at each company.

IGM Financial reports annually on ESG management and performance in its Sustainability Report available on our website. The Company has been recognized for demonstrating strong ESG performance through positions earned on the FTSE4Good Index Series, Jantzi Social Index, Corporate Knights' 2023 Global 100 and 2023 Best 50 Corporate Citizens.

IGM Financial is a long-standing participant in the CDP (formerly Carbon Disclosure Project), which promotes corporate disclosures on greenhouse gas emissions and climate change management including setting and monitoring emission reduction targets. IGM Financial has been recognized by CDP at the leadership level for the past seven years for its climate disclosures.

Global practices are continually evolving relating to the identification, analysis, and management of climate risks and opportunities. The Financial Stability Board's Task Force on Climate-related Financial Disclosures (TCFD) was established in response to investor demand for enhanced information on climate-related risks and opportunities. IGM Financial and its operating companies support the TCFD recommendations which

include a framework for consistent, voluntary climate-related financial disclosures that provide decision-useful information to investors, analysts, rating agencies and other stakeholders.

TCFD Disclosure

The TCFD recommends that organizations disclose information about climate-related risks and opportunities in four areas: governance, strategy, risk management, and metrics and targets. Full implementation of TCFD will be a multi-year journey.

Governance

Our Board is responsible for providing oversight on risk and strategy, which includes sustainability and climate-related matters. The Board meets with management at least annually to discuss plans and emerging ESG issues. Through its Risk Committee, the Board is responsible for ensuring that material ESG risks are appropriately identified, managed and monitored.

The senior-most leaders at each of our operating companies have primary ownership and accountability for the ongoing climate risk and opportunity management associated with their respective activities. IGM Financial's Risk Management and Sustainability Committees perform oversight functions, and our Chief Risk Officer oversees implementation of the Corporate Sustainability and Enterprise Risk Management programs.

We have established a cross-functional, enterprise wide TCFD Working Group of senior leaders to lead the planning and implementation of the TCFD recommendations. This working group is focused on enhancing our knowledge and tools to quantify climate risks in tandem with our industry, further integrating climate into our business strategy, operations and product offering, evolving our engagement approach with investee companies, and addressing increased disclosure expectations.

The Mackenzie Sustainability Steering Committee is responsible for approving and governing corporate and sustainability related policies; approval and oversight for investment stewardship priorities including climate; approval and monitoring for targets related to climate change; and evaluation of progress relative to key performance indicators, strategy roadmap, and the market.

The IG Wealth Management Sustainable Investing Committee is responsible for reviewing and approving sustainable investing and ESG matters including but not limited to evaluating and considering climate-related risks and opportunities.

Strategy

Through IGM Financial's wealth and asset management businesses, the company plays a role in the global transition to a low-carbon economy. In November 2021, IGM Financial

detailed its climate commitments in a position statement on our website, with a focus on three key areas:

1. *Investing in a greener, climate resilient economy* – Our investment processes and products give us the opportunity to manage climate risks and create innovative solutions to our ongoing climate issues.
2. *Collaborating and engaging to help shape the global transition* – We play a role in bringing climate-smart investment advice and solutions to clients, helping companies adapt, and participating in industry and policy advancements.
3. *Demonstrating alignment through our corporate actions* – We will hold ourselves to a similar standard that we expect from the companies we invest in and empower our employees to stand behind our commitments.

Our operating companies are active participants in collaborative industry groups that support our climate commitments by engaging companies on improving climate change governance, reducing emissions and strengthening climate-related financial disclosures. IGM Financial also joined the Partnership for Carbon Accounting Financials (PCAF) to support our journey to measure and disclose the greenhouse gas emissions associated with our mortgage loans and investments.

Climate-related risks and opportunities are identified and assessed within IGM Financial through our business planning processes which define our strategic priorities, initiatives and budgets. Our climate-related risks and opportunities can be grouped into the physical impacts of climate change and the impacts related to the transition to a low-carbon economy.

Risks

Our climate risks relate primarily to the potential for physical or transition risks to: negatively affect the performance of our clients' investments, resulting in reduced fee revenue; harm our reputation; create market risks through shifts in product demand; or lead to new regulatory, legal or disclosure requirements that could affect our business. Diversification within and across our investment portfolios aids in managing exposure to any one company, sector or geographic region that might be exposed to climate-related risks. We are also exposed to the impact of extreme weather events on our corporate properties which could lead to business disruption, and on the valuations of investment properties and client mortgages, which if not addressed proactively, could affect financial performance and the ability to use the assets long-term.

Our operating companies are committed to sustainable investing programs and policies that include a focus on climate risk. We provide data and tools for our investment teams to carry out current and forward-looking climate analysis and we integrate material climate risks into our investment and oversight processes for investment management sub-advisors. As part

of the hiring process and ongoing assessment of sub-advisors, our teams request information about how ESG, including climate risks and opportunities, is resourced, what processes and tools are used, metrics and targets, and how strategy and governance are influenced. As we continue to implement the TCFD recommendations, we are devoting increased resources to areas such as training, analysis, metrics, target-setting, strategy planning and working with collaborative organizations.

Opportunities

We are focused on meeting growing demand for sustainable investing and the opportunity to invest in the transition to a net-zero economy. We are also increasing our focus on educating and communicating with clients and advisors on sustainable investing and climate change.

At Mackenzie Investments, sustainable investing is an area of strategic emphasis, and we have established a dedicated team within Mackenzie who bring focus to ESG and climate across the organization. Mackenzie has two investment boutiques with this focus; Greenchip and Betterworld. The Greenchip boutique focuses on thematic investing to combat climate change and the Betterworld boutique focuses on solutions centered on sustainable objectives that incorporate environmental, social and governance factors.

At IG Wealth Management, we have integrated environmental and climate issues into our sub-advisory selection and oversight processes, and product development strategy. In October 2021, IG Wealth Management launched its Climate Action Portfolios, a suite of four diversified managed solutions which aim to provide clients with the opportunity to support and benefit from the global transition to net zero emissions.

Scenarios

We have implemented a tool for our investment funds to enhance our quantitative assessment of climate risks by analyzing emissions and other climate-related information at the investee company and portfolio levels. This system enables us to model potential transition pathways and track our portfolios against the goal of limiting global warming to 2°C above pre-industrial levels and examine the adequacy of emissions reductions over time in meeting the goals of the Paris Agreement. We are exploring scenario analysis tools with external data providers to support us in our efforts to run climate-related scenario analysis across our business.

Risk Management

Assessment and management of climate-related risks is integrated into our ERM framework. We use a consistent methodology across our organizations and business units for identification and assessment of risks, considering factors both internal and external to the organization. Risks are broadly

grouped into five categories: financial, operational, strategic, business, and environmental and social. We are increasingly focused on defining the relationship of climate risk to other material risks.

At Mackenzie Investments, each boutique investment team is responsible for determining when and how climate transition and physical risks are material, and for incorporating these risks into their investment process. At IG Wealth Management and IPC, management evaluates the sustainable investing practices of investment manager sub-advisors, including the integration of climate risks into their investment and active ownership practice.

Engagement

To maximize stewardship efforts, engagement at Mackenzie is undertaken both internally and by a third-party engagement specialist where climate change is a priority engagement topic. At IPC, a pooled engagement service provider is used to work with companies to enhance corporate behaviour and strategy related to topics including climate change. At IG Wealth

Management, investment management sub-advisors including Mackenzie are responsible for engagement activities and IG Wealth Management monitors their practices as part of regular due diligence and oversight.

Mackenzie Investments is a founding participant in Climate Engagement Canada and participates in CERES' Investor Network on Climate Risk. Both Mackenzie and IG joined Climate Action 100+ and became founding signatories to the Canadian Investor Statement on Climate Change.

Metrics and Targets

We set, monitor and report on climate change-related metrics and targets annually in our CDP response and our Sustainability Report which are available on our website.

We currently report Scope 1, 2 and 3 GHG emissions, where possible, including a portion of our Scope 3 investment emissions and weighted average carbon intensity. We are continuing to expand and enhance our measurement and reporting of emissions related to our investment portfolios as tools and information improves.

The Financial Services Environment

Canadians held \$6.5 trillion in discretionary financial assets with financial institutions at December 31, 2021 based on the most recent report from Investor Economics. The nature of holdings was diverse, ranging from demand deposits held for short-term cash management purposes to longer-term investments held for retirement purposes. Approximately 64% (\$4.1 trillion) of these financial assets are held within the context of a relationship with a financial advisor, and this is the primary channel serving the longer-term savings needs of Canadians. Of the \$2.3 trillion held outside of a financial advisory relationship, approximately 53% consisted of bank deposits.

Financial advisors represent the primary distribution channel for IGM Financial's products and services, and the core emphasis of our business model is to support these financial advisors as they work with clients to plan for and achieve their financial goals. Multiple sources of emerging research show significantly better financial outcomes for Canadians who use financial advisors compared to those who do not. We actively promote the value of financial advice and the importance of a relationship with an advisor to develop and remain focused on long-term financial plans and goals.

Approximately 41% of Canadian discretionary financial assets or \$2.6 trillion resided in investment funds at December 31, 2021, making it the largest financial asset class held by

Canadians. Other asset types include deposit products and direct securities such as stocks and bonds. Approximately 75% of investment funds are comprised of mutual fund products, with other product categories including segregated funds, hedge funds, pooled funds, closed end funds and exchange traded funds. With \$166 billion in investment fund assets under management at June 30, 2023, IGM Financial is among the country's largest investment fund managers. We believe that investment funds are likely to remain the preferred savings vehicle of Canadians. They offer the benefits of diversification, professional management, flexibility and convenience, and are available in a broad range of mandates and structures to meet most investor requirements and preferences.

Traditional distinctions between bank branches, full-service brokerages, financial planning firms and insurance agent sales forces have become obscured as many of these financial service providers strive to offer comprehensive financial advice implemented through access to a broad product shelf. Accordingly, the Canadian financial services industry is characterized by a number of large, diversified, vertically-integrated participants, similar to IGM Financial, that offer both financial planning and investment management services.

Canadian banks distribute financial products and services through their traditional bank branches, as well as through their

full service and discount brokerage subsidiaries. Bank branches continue to place increased emphasis on both financial planning and mutual funds. In addition, each of the “big six” banks has one or more mutual fund management subsidiaries. Collectively, mutual fund assets of the “big six” bank-owned mutual fund managers and affiliated firms represented 46% of total industry long-term mutual fund assets at June 30, 2023.

The Canadian mutual fund industry continues to be very concentrated, with the 10 largest firms and their subsidiaries representing 69% of industry long-term mutual fund assets and 68% of total mutual fund assets under management at June 30, 2023. We anticipate continuing consolidation in this segment of the industry as smaller participants are acquired by larger organizations.

We believe that the financial services industry will continue to be influenced by the following trends:

- Shifting demographics as the number of Canadians in their prime savings and retirement years continues to increase.
- Changes in investor attitudes based on economic conditions.
- Continued importance of the role of the financial advisor.
- Public policy related to retirement savings.
- Changes in the regulatory environment.
- A highly competitive landscape.
- Advancing and changing technology.

The Competitive Landscape

Our subsidiaries, IG Wealth Management and Investment Planning Counsel, compete directly with other retail financial service providers in the advice segment, including other financial planning firms, as well as full service brokerages, banks and insurance companies. Our asset management subsidiary, Mackenzie Investments, competes directly with other investment managers for assets under management, and our products compete with stocks, bonds and other asset classes for a share of Canadians’ investment assets.

Competition from other financial service providers, alternative product types or delivery channels, and changes in regulations or public preferences could impact the characteristics of our product and service offerings, including pricing, product structures, dealer and advisor compensation and disclosure. We monitor developments on an ongoing basis, and engage in policy discussions and develop product and service responses as appropriate.

IGM Financial continues to focus on our commitment to provide quality investment advice and financial products, service innovations, effective and responsible management of the

Company and long-term value for our clients and shareholders. This includes efforts to modernize our digital platforms and technology infrastructure to enhance operations, achieve efficiencies and improve the service experience for our clients. We believe that IGM Financial is well-positioned to meet competitive challenges and capitalize on future growth opportunities.

Our competitive strength includes:

- Broad and diversified distribution through more than 35,000 financial advisors, with an emphasis on comprehensive financial planning.
- Broad product capabilities, leading brands and quality sub-advisory relationships.
- Enduring client relationships and the long-standing heritages and cultures of its subsidiaries.
- Benefits of being part of the Power Corporation group of companies.

Broad and Diversified Distribution

In addition to owning two of Canada’s largest financial planning organizations, IG Wealth Management and Investment Planning Counsel, IGM Financial has, through Mackenzie, access to distribution through over 30,000 independent financial advisors. Mackenzie also, in its growing strategic alliance business, partners with global manufacturing and distribution entities to provide investment management services.

Broad Product Capabilities

Our subsidiaries continue to develop and launch innovative products and strategic investment planning tools to assist advisors in building optimized portfolios for clients.

Enduring Client Relationships

IGM Financial enjoys significant advantages as a result of the enduring relationships that advisors have developed with clients. In addition, our subsidiaries have strong heritages and cultures which are challenging for competitors to replicate.

Part of the Power Corporation Group of Companies

As part of the Power Corporation group of companies, IGM Financial benefits through expense savings from shared service arrangements, as well as through access to distribution, products and capital.

Critical Accounting Estimates and Policies

Summary of Critical Accounting Estimates

There were no changes to the Company's assumptions related to critical accounting estimates from those reported at December 31, 2022, except as follows:

- *Goodwill and intangible assets* – The Company completed its annual impairment tests of goodwill and indefinite life intangible assets based on April 1, 2023 financial information and determined there was no impairment in the value of those assets.

The Company tests the fair value of goodwill and indefinite life intangible assets for impairment at least once a year and more frequently if an event or circumstance indicates the asset may be impaired.

An impairment loss is recognized if the amount of the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs of disposal and its value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash inflows (cash generating units). Finite life intangible assets are tested for impairment whenever events or changes in circumstances indicate that the carrying amounts may not be recoverable.

These tests involve the use of estimates and assumptions appropriate in the circumstances. In assessing the recoverable amounts, valuation approaches are used that include discounted cash flow analysis and application of capitalization multiples to financial and operating metrics based upon precedent acquisition transactions and trading comparables. Assumptions and estimates employed include future changes in assets under management resulting from net sales and investment returns, pricing and profit margin changes, discount rates, and capitalization multiples.

Changes in Accounting Policies

IFRS 17 – Insurance Contracts (IFRS 17)

The IASB issued IFRS 17 which sets out the requirements for the recognition, measurement, presentation and disclosures of insurance contracts a company issues, reinsurance contracts it holds, and investment contracts with discretionary participation features issued. IFRS 17 is effective for periods beginning on or after January 1, 2023. Entities adopting IFRS 17 had the option to defer adoption of IFRS 9 – Financial Instruments (IFRS 9). Adoption of these standards affected the accounting for the carrying value of the Company's investment in Great-West Lifeco Inc. (Lifeco) and the amount that the Company records for its proportionate share of associate's earnings. In the fourth quarter of 2022, Lifeco disclosed that the adoption of IFRS 17 and IFRS 9 was expected to decrease its total equity by \$3.4 billion as at January 1, 2022. Accordingly, the Company reduced the carrying value of its investment in Lifeco and retained earnings, at January 1, 2022, by \$136 million to reflect its proportionate share of Lifeco's estimated decrease to total equity. During the second quarter of 2023, the Company revised its estimate, on a prospective basis, using the final Lifeco disclosed impact of IFRS 17 and IFRS 9 by decreasing the gain on sale of Lifeco shares by \$6.2 million and increasing the proportionate share of associate's earnings by \$15.1 million.

Additional information of the impact on Lifeco is available in its public disclosures.

Future Accounting Changes

The Company continuously monitors the potential changes proposed by the International Accounting Standards Board (IASB) and analyzes the effect that changes in the standards may have on the Company's operations.

The IASB is currently undertaking a number of projects which will result in changes to existing IFRS standards that may affect the Company. Updates will be provided as the projects develop.

Internal Control Over Financial Reporting

During the second quarter of 2023, there have been no changes in the Company's internal control over financial reporting that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

Other Information

Transactions with Related Parties

There were no changes to the types of related party transactions from those reported at December 31, 2022. For further information on transactions involving related parties, see Notes 8, 26 and 29 to the Company's Annual Financial Statements.

On April 3, 2023, the Company entered into an agreement to sell 100% of Investment Planning Counsel Inc. (IPC) to The Canada Life Assurance Company (Canada Life), a subsidiary of its affiliate, Lifeco, which is a subsidiary of Power Corporation of Canada.

Outstanding Share Data

Outstanding common shares of IGM Financial as at June 30, 2023 totalled 238,067,905. Outstanding stock options as at June 30, 2023 totalled 11,115,790 of which 6,865,347 were exercisable. As at July 31, 2023, outstanding common shares totalled 238,096,685 and outstanding stock options totalled 11,078,038 of which 6,828,755 were exercisable.

SEDAR

Additional information relating to IGM Financial, including the Company's most recent financial statements and Annual Information Form, is available at www.sedar.com.