

IGM Financial Monthly Flows Trend (\$ millions)

IGM Financial Monthly Net Flows (\$ millions)

	2022 December	2023 January	2023 February	2023 March	2023 April	2023 May	2023 June	2023 July	2023 August	2023 September	2023 October	2023 November	2023 December	2024 January	2024 February	2024 March	2024 April	2024 May	2024 June	2024 July	2024 August	2024 September	2024 October	2024 November
IG Wealth Management																								
IG Mutual funds	(249)	(172)	93	(217)	(236)	(105)	(173)	60	(187)	(310)	(379)	(418)	(278)	(376)	129	(172)	(298)	(152)	(247)	227	(26)	(22)	118	17
Mackenzie Investment Funds (New Segment)		2	14	7	4	(3)	4	6	8	3	3	6	14	34	31	39	29	25	31	44	56	34	59	41
IG AUM	(249)	(170)	107	(210)	(232)	(108)	(169)	66	(179)	(307)	(376)	(412)	(264)	(342)	160	(133)	(269)	(127)	(216)	271	30	12	177	58
Mackenzie Investment Funds	(5)																							
Total IGM Product	(254)	(170)	107	(210)	(232)	(108)	(169)	66	(179)	(307)	(376)	(412)	(263)	(342)	160	(133)	(269)	(127)	(216)	271	30	12	177	58
Other dealer flows	410	200	381	196	(20)	74	31	130	134	139	349	329	145	74	201	86	77	125	237	(10)	(30)	57	(33)	163
Total	156	30	488	(14)	(252)	(34)	(138)	196	(45)	(168)	(27)	(83)	(118)	(268)	361	(47)	(192)	(2)	21	261	0	69	144	221
Discontinued Operations																								
IPC Mutual funds	(33)	(22)	31	45	(6)	22	(1)	18	19	17	(3)	(3)												
Mackenzie Investment Funds	(30)	(5)	5	(2)	1	(21)	(13)	(8)	(15)	(20)	(9)	(8)												
Total IGM Product	(63)	(27)	36	43	(5)	1	(14)	10	4	(3)	(12)	(11)												
Other dealer flows	19	58	119	84	26	(71)	(25)	14	49	42	302	108												
Total	(44)	31	155	127	21	(70)	(39)	24	53	39	290	97												
Mackenzie Investments (1)																								
Mackenzie Mutual funds	(342)	(65)	125	26	(151)	(390)	(160)	(233)	(236)	(243)	(365)	(299)	(323)	(226)	(100)	(200)	(259)	(286)	(361)	(166)	(159)	(244)	(167)	(269)
Mackenzie ETFs (to third parties)	201	(166)	84	68	62	25	(2)	9	(2)	6	9	78	74	54	104	174	58	35	68	93	67	113	25	114
Mackenzie investment funds	(141)	(231)	209	94	(89)	(365)	(162)	(224)	(238)	(237)	(356)	(221)	(249)	(172)	4	(26)	(201)	(251)	(293)	(73)	(92)	(131)	(142)	(155)
Institutional SMA	(30)	(10)	86	22	(158)	(15)	446	76	(91)	22	56	(92)	(150)	209	(22)	(167)	140	(49)	(262)	(126)	(50)	(130)	194	(16)
Total	(171)	(241)	295	116	(247)	(380)	284	(148)	(329)	(215)	(300)	(313)	(399)	37	(18)	(193)	(61)	(300)	(555)	(199)	(142)	(261)	52	(171)
Investment funds excluding extraordinary institutional net sales	(141)	(231)	209	94	(89)	(365)	(162)	(224)	(238)	(237)	(356)	(221)	(249)	(172)	4	(26)	(201)	(251)	(293)	(73)	(92)	(131)	(142)	(155)
Total excluding extraordinary institutional net sales	(171)	(241)	295	116	(247)	(380)	284	(148)	(329)	(215)	(300)	(313)	(399)	37	(18)	(193)	(61)	(300)	(555)	(200)	(141)	(261)	52	(171)
Retail mutual funds	(303)	(64)	115	32	(109)	(395)	(126)	(205)	(185)	(234)	(301)	(276)	(313)	(194)	(124)	(204)	(176)	(262)	(327)	(182)	(149)	(225)	(144)	(278)
Retail ETFs	185	(175)	57	43	11	(62)	(29)	(24)	(29)	(29)	(7)	6	34	(32)	35	81	(11)	(15)	24	37	(6)	22	(46)	44
Retail investment funds	(118)	(239)	172	75	(98)	(457)	(155)	(229)	(214)	(263)	(308)	(270)	(279)	(226)	(89)	(123)	(187)	(277)	(303)	(145)	(155)	(203)	(190)	(234)
Eliminations																								
Mackenzie Investment funds distributed through IPC (included in "other dealer flows"). Also includes Wealth Management AUA dealer flows eliminations	(35)	(5)	5	(3)	0	(21)	(13)	(8)	(15)	(21)	(10)	(8)												
IGM Financial																								
Mutual funds	(624)	(257)	263	(139)	(389)	(476)	(330)	(149)	(396)	(533)	(744)	(714)	(587)	(568)	60	(333)	(528)	(413)	(577)	105	(129)	(232)	10	(211)
ETFs	201	(166)	84	68	62	25	(2)	9	(2)	6	9	78	74	54	104	174	58	35	68	93	67	113	25	114
Investment funds	(423)	(423)	347	(71)	(327)	(451)	(332)	(140)	(398)	(527)	(735)	(636)	(513)	(514)	164	(159)	(470)	(378)	(509)	198	(62)	(119)	35	(97)
Institutional SMA	(30)	(10)	86	22	(158)	(15)	446	76	(91)	22	56	(92)	(150)	209	(22)	(167)	140	(49)	(262)	(126)	(50)	(130)	194	(16)
Net sales to AUM	(453)	(433)	433	(49)	(485)	(466)	114	(64)	(489)	(505)	(679)	(728)	(663)	(305)	142	(326)	(330)	(427)	(771)	72	(112)	(249)	229	(113)
Other dealer flows	430	258	500	281	17	3	6	144	183	182	652	437	146	74	201	86	77	125	237	(10)	(30)	57	(33)	163
Total net flows	(23)	(175)	933	232	(478)	(463)	120	80	(306)	(323)	(27)	(291)	(517)	(231)	343	(240)	(253)	(302)	(534)	62	(142)	(192)	196	50
Investment funds excluding extraordinary institutional net sales	(423)	(423)	347	(71)	(327)	(451)	(332)	(140)	(398)	(527)	(735)	(636)	(513)	(514)	164	(159)	(470)	(378)	(509)	198	(62)	(119)	35	(97)
Total excluding extraordinary institutional net sales	(23)	(175)	933	232	(478)	(463)	120	80	(306)	(323)	(27)	(291)	(517)	(231)	343	(240)	(253)	(302)	(534)	62	(142)	(192)	196	50
Total investment funds net sales Ex IPC	(390)	(401)	316	(116)	(321)	(473)	(331)	(158)	(417)	(544)	(732)	(633)												
Total net flows Ex IPC (1)	(10)	(211)	783	102	(499)	(414)	146	48	(374)	(383)	(327)	(396)												
Additional																								
IG/IPC mutual fund investment in Mackenzie ETF's (not included within Mackenzie results above). IG only effective December 2023	2	(108)	46	150	10	31	32	14	21	29	(39)	(103)	18	(54)	135	(2)	32	39	(3)	32	(355)	50	(22)	41
Institutional fund allocation changes (included within Mackenzie and IGM mutual fund results above)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Institutional fund allocation changes (included within Mackenzie and IGM ETF results above)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
IG Wealth Management																								
Mutual fund gross sales	761	944	1,119	958	719	906	956	1,062	905	720	773	911	944	1,244	1,477	1,076	1,103	1,260	1,851	1,290	1,038	973	1,312	1,278
Dealer gross inflows	1,106	1,066	1,442	1,155	773	995	1,027	1,194	1,023	886	964	1,090	1,035	1,179	1,460	1,060	1,118	1,218	1,229	1,321	1,067	1,044	1,260	1,400
Investment Planning Counsel																								
Mutual fund gross sales	57	60	115	135	82	91	87	96	96	101	101	100												
Dealer gross inflows	363	372	511	466	316	352	365	354	362	377	684	512												
Mackenzie Investments (1)																								
Mutual fund gross sales	631	664	832	793	519	593	630	488	513	502	511	624	601	743	910	704	692	679	771	674	573	565	662	783
Retail mutual fund gross sales	551	566	717	671	438	473	547	401	438	384	422	478	482	619	711	555	556	536	632	532	456	455	532	643
IGM Financial																								
Mutual fund gross sales	1,449	1,668	2,066	1,886	1,320	1,590	1,673	1,646	1,514	1,323	1,385	1,635	1,545	1,987	2,387	1,780	1,795	1,939	2,622	1,964	1,611	1,538	1,974	2,061
Gross dealer inflows	1,469	1,438	1,953	1,621	1,089	1,347	1,392	1,548	1,385	1,263	1,648	1,602	1,035	1,179	1,460	1,060	1,118	1,218	1,229	1,321	1,067	1,044	1,260	1,400
Additional																								
Institutional fund allocation changes (included within Mackenzie and IGM mutual fund results above)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

(1) Excludes sub-advisory to Canada Life and the Wealth Management segment

