

# IGM Financial

## By the numbers

IGM Financial is a leading wealth and asset management company with \$149 billion in total assets under management. The company serves the financial needs of Canadians through multiple businesses, each operating distinctly within the advice segment of the financial services market.



### Net earnings

available to common shareholders

**\$767**  
million

**17.7%**  
Return on equity

### Adjusted net earnings<sup>[1]</sup>

available to common shareholders

**\$792**  
million

**18.2%**  
Adjusted  
return on equity<sup>[2]</sup>

## CLIENT CENTRIC

**30,000+**

external advisors  
doing business with  
Mackenzie Investments

**3,711**

total network of  
IG Wealth Management  
Consultants and Associates

**~750**

independent financial  
advisors with Investment  
Planning Counsel

## FOCUSED GROWTH

### Earnings and dividends per share

[in dollars per share]



### Total assets under management

[in billions of dollars]



[1] Adjusted net earnings is a non-IFRS financial measure. Please refer to the reconciliation of IFRS and non-IFRS financial measures in Power Financial's latest Management's Discussion and Analysis.

[2] Adjusted return on equity is a non-IFRS financial measure and is calculated as adjusted net earnings divided by average common shareholders' equity.

**IG Wealth Management** is a leading provider of comprehensive personal financial planning and wealth management through its network of consultants to over one million individuals, families and business owners in Canada.

**\$83.1 billion**

Total assets  
under management

**\$9.1 billion**

Mutual fund gross sales

**100%** of consultant practices hold the Certified Financial Planner (CFP) or Financial Planner (F.PI.) designation or are enrolled in the programs



**Mackenzie Investments** is a diversified asset management solutions provider with 14 distinct boutique investment managers providing 86 different investment mandates to over 30,000 external advisors serving more than one million clients, including retail and institutional investors.

**\$62.7 billion**

Total assets  
under management

**\$10.0 billion**

Mutual fund gross sales

**47%** of Mackenzie mutual fund assets rated 4 or 5 Star by Morningstar



**Investment Planning Counsel** is an integrated financial services company focused on providing Canadians with high-quality financial products, services and advice through its network of approximately 750 independent financial advisors.

**\$5.1 billion**

Assets under management

**\$960 million**

Mutual fund gross sales

Partners with approximately  
**750** advisors across  
the country

**\$25.7 billion**

Assets under administration

