CI Financial

QUARTERLY FINANCIAL REPORT | Q1

March 31, 2018

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| FINANCIAL HIGHLIGHTS |

[millions of dollars, except share amounts]	As at and for the quarters ended Mar. 31, 2018	Dec. 31, 2017	Sep. 30, 2017	Jun. 30, 2017	Mar. 31, 2017	% change quarter-over-quarter	% change year-over-year
Assets under management	139,223	143,028	121,725	121,111	120,748	(3)	15
Assets under advisement	42,658	42,699	40,759	40,272	39,661	—	8
Total assets	181,881	185,727	162,484	161,383	160,409	(2)	13
Average assets under management	141,870	142,469	120,304	122,691	119,423	—	19
Management fees	513.7	532.1	452.9	462.6	449.5	(3)	14
Total revenues	573.5	594.4	504.1	510.3	502.6	(4)	14
Selling, general & administrative	135.2	130.8	108.7	111.6	108.0	3	25
Trailer fees	162.0	167.8	139.3	142.3	138.0	(3)	17
Net income	159.1	139.5	153.6	109.5	146.4	14	9
Adjusted net income[1]	159.0	173.7	153.6	154.6	146.5	(8)	9
Basic earnings per share	0.59	0.51	0.60	0.42	0.55	16	7
Adjusted earnings per share[1]	0.59	0.63	0.60	0.59	0.55	(6)	7
Diluted earnings per share	0.59	0.51	0.60	0.42	0.55	16	7
Free cash flow[1]	166.9	180.6	159.1	154.8	153.8	(8)	9
Return on equity[2]	39.3%	39.9%	40.5%	39.6%	38.3%	(2)	3
Dividends paid per share	0.3525	0.3525	0.3525	0.3475	0.3450	—	2
Dividend yield	5.1%	4.7%	5.2%	5.1%	5.2%		
Average shares outstanding	269,648,509	274,261,643	257,630,053	261,368,296	264,447,960		
Shares outstanding	266,560,958	271,884,495	255,752,744	259,404,856	262,737,470		
Share price							
High	30.23	29.78	28.19	27.77	29.45		
Low	27.02	27.32	25.79	26.04	26.06		
Close	27.60	29.77	27.29	27.64	26.43		
Change in share price	(7.3%)	9.1%	(1.3%)	4.6%	(8.5%)		
Total shareholder return	(6.1%)	10.4%	—%	6.0%	(7.3%)		
Market capitalization	7,357	8,094	6,979	7,170	6,944		
P/E Ratio (adjusted earnings)[2]	11.4	12.5	11.7	12.0	11.8		
Long-term debt (including the current portion)	1,366.3	1,118.1	1,067.9	909.0	864.8	22	58
Net debt[1]	1,053.2	860.9	691.1	693.5	673.5	22	56
Net debt to adjusted EBITDA[1]	1.13	0.86	0.80	0.80	0.79	31	43

[1] *Adjusted net income, free cash flow, net debt, and EBITDA are not standardized earnings measures prescribed by IFRS. Descriptions of these measures, as well as others, and reconciliations to the nearest IFRS measure, where necessary, are provided in the "Non-IFRS Measures" section of this MD&A.*

[2] *Trailing 12 months, calculated using adjusted net income.*

Management's Discussion and Analysis

March 31, 2018

CI FINANCIAL CORP.

This Management's Discussion and Analysis ("MD&A") dated May 10, 2018 presents an analysis of the financial position of CI Financial Corp. and its subsidiaries ("CI") as at March 31, 2018, compared with December 31, 2017, and the results of operations for the quarter ended March 31, 2018, compared with the quarter ended March 31, 2017 and the quarter ended December 31, 2017.

CI's consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board. Amounts are expressed in Canadian dollars. The principal subsidiaries referenced herein include CI Investments Inc. ("CI Investments") and Assante Wealth Management (Canada) Ltd. ("AWM" or "Assante"). The Asset Management segment of the business includes the operating results and financial position of CI Investments and its subsidiaries, including CI Private Counsel LP ("CIPC"), as well as the operating results and financial position of First Asset Investment Management Inc. ("First Asset"), Grant Samuel Funds Management Pty Limited ("GSFM") and Sentry Investments Inc. ("Sentry"). The Asset Administration segment includes the operating results and financial position of AWM and its subsidiaries, including Assante Capital Management Ltd. ("ACM") and Assante Financial Management Ltd. ("AFM"), as well as the operating results and financial position of BBS Securities Inc. ("BBS").

This MD&A contains forward-looking statements concerning anticipated future events, results, circumstances, performance or expectations with respect to CI and its products and services, including its business operations, strategy and financial performance and condition. Forward-looking statements are typically identified by words such as "believe", "expect", "foresee", "forecast", "anticipate", "intend", "estimate", "goal", "plan" and "project" and similar expressions of future or conditional verbs such as "will", "may", "should", "could" or "would". These statements are not historical facts but instead represent management beliefs regarding future events, many of which, by their nature are inherently uncertain and beyond management control. Although management believes that the expectations reflected in such forward-looking statements are based on reasonable assumptions, such statements involve risks and uncertainties. Factors that could cause actual results to differ materially from expectations include, among other things, general economic and market conditions, including interest and foreign exchange rates, global financial markets, changes in government regulations or in tax laws, industry competition, technological developments and other factors described under "Risk Management" or discussed in other materials filed with applicable securities regulatory authorities from time to time. The material factors and assumptions applied in reaching the conclusions contained in these forward-looking statements include that the investment fund industry will remain stable and that interest rates will remain relatively stable. The reader is cautioned against undue reliance on these forward-looking statements.

This MD&A includes several non-IFRS financial measures that do not have any standardized meaning prescribed by IFRS and may not be comparable to similar measures presented by other companies. CI believes that these financial measures provide information that is useful to investors in understanding CI's performance and facilitate a comparison of quarterly and full year results from period to period. Descriptions of these non-IFRS measures and reconciliations to the nearest IFRS measure, where necessary, are provided in the "Non-IFRS Measures" section of this MD&A.

Note that figures in tables may not add due to rounding.

TABLE 1: SUMMARY OF QUARTERLY RESULTS

[millions of dollars, except per share amounts]	2018	2017				2016		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
INCOME STATEMENT DATA								
Management fees	513.7	532.1	452.9	462.6	449.5	448.6	446.1	429.3
Administration fees	48.1	45.8	42.0	41.6	44.6	43.2	38.8	37.7
Other revenues	11.7	16.5	9.3	6.1	8.5	14.5	10.5	9.0
Total revenues	573.5	594.4	504.1	510.3	502.6	506.3	495.4	475.9
Selling, general & administrative	135.2	130.8	108.7	111.6	108.0	102.4	99.9	98.1
Trailer fees	162.0	167.8	139.3	142.3	138.0	138.3	138.1	132.7
Investment dealer fees	37.7	37.3	34.5	34.2	36.7	35.6	31.9	30.7
Deferred sales commissions paid	8.5	7.3	6.5	7.1	10.3	7.8	8.3	10.3
Interest expense	9.3	8.6	5.7	5.3	5.4	4.6	4.0	3.7
Other expenses	4.6	49.2	1.7	3.5	3.7	32.2	2.8	2.8
Total expenses	357.4	401.0	296.5	304.0	302.1	320.8	285.0	278.4
Income before income taxes	216.2	193.4	207.6	206.3	200.5	185.5	210.4	197.5
Income taxes	57.0	53.9	54.0	96.8	54.1	48.9	57.7	53.4
Non-controlling interest	0.1	0.1	—	(0.2)	(0.1)	0.2	(0.1)	(0.1)
Net income attributable to shareholders	159.0	139.4	153.6	109.6	146.5	136.4	152.7	144.2
Earnings per share	0.59	0.51	0.60	0.42	0.55	0.51	0.57	0.53
Diluted earnings per share	0.59	0.51	0.60	0.42	0.55	0.51	0.57	0.53
Dividends paid per share	0.3525	0.3525	0.3525	0.3475	0.3450	0.3450	0.3450	0.3350

OVERVIEW

CI is a diversified wealth management firm and one of Canada's largest independent investment fund companies. The principal business of CI is the management, marketing, distribution and administration of mutual funds, segregated funds, exchange-traded funds, structured products and other fee-earning investment products for Canadian investors. CI also has asset management operations in Australia through its subsidiary GSFM. CI's products are distributed primarily through brokers, independent financial planners and insurance advisors, including ACM and AFM financial advisors. CI operates through two business segments, Asset Management and Asset Administration. The Asset Management segment provides the majority of CI's income and derives its revenue principally from the fees earned on the management of several families of mutual, segregated, pooled, exchange-traded and closed-end funds, structured products and discretionary accounts. The Asset Administration segment derives its revenue principally from commissions and fees earned on the sale of investment funds and other financial products and ongoing service to clients.

The key performance indicator for the Asset Management segment is the level of assets under management ("AUM") and for the Asset Administration segment, it is the level of assets under administration ("AUA"). Assets Under Advisement are comprised of AUA and assets held by clients of advisors with Stonegate Private Counsel. Total assets are comprised of AUM and Assets Under Advisement. CI's AUM and AUA are primarily driven by fund performance as well as the gross sales and redemptions of its investment products. As most of CI's revenues and expenses are based on daily asset levels throughout the year, average assets for a particular period are critical to the analysis of CI's financial results. While some expenses, such as trailer fees, vary directly with the level of AUM, a portion of CI's expenses do not. In particular, the amount of deferred sales commissions paid depends on the amount of deferred load fund sales. Over the long term, CI manages the level of its discretionary spend to be consistent with or below the growth in its average AUM, though in any given period, CI may choose to make investments in people or technology that benefit the long-term growth of the company.

CI uses several performance indicators to assess its results. These indicators are described throughout the results of operations and the discussion of the two operating segments and include the following measures prescribed by IFRS: net income and earnings per share; and measures not prescribed by IFRS: adjusted net income, adjusted earnings per share, operating cash flow, free cash flow, EBITDA, adjusted EBITDA, EBITDA margin, adjusted EBITDA margin, dealer gross margin, net debt, asset management margin, and SG&A efficiency margin. Descriptions of these non-IFRS measures and reconciliations to IFRS are provided below.

NON-IFRS MEASURES

CI reports certain financial information using non-IFRS measures as CI believes that these financial measures provide information that is useful to investors in understanding CI's performance and facilitate a comparison of quarterly and full-year results from period to period.

ADJUSTED NET INCOME AND ADJUSTED EARNINGS PER SHARE

CI defines adjusted net income as net income net of non-controlling interest and other provisions and adjustments. CI uses adjusted net income and adjusted earnings per share to compare underlying profitability for different periods.

TABLE 2: ADJUSTED NET INCOME AND ADJUSTED EARNINGS PER SHARE

[millions of dollars, except per share amounts]	**Quarter ended Mar. 31, 2018**	**Quarter ended Dec. 31, 2017**	**Quarter ended Mar. 31, 2017**
Net Income	159.1	139.5	146.4
Add:			
Provisions for compensation, legal and tax costs	—	28.7	—
Fair value adjustment to contingent consideration	—	5.6	—
Less:			
Non-controlling interest	0.1	0.1	(0.1)
Adjusted net income	**159.0**	**173.7**	**146.5**
Adjusted earnings per share	**0.59**	**0.63**	**0.55**

OPERATING CASH FLOW AND FREE CASH FLOW

CI measures its operating cash flow before the change in operating assets and liabilities, and the actual cash amount paid for interest and income taxes, as these items often distort the cash flow generated during the period. Operating assets and liabilities are affected by seasonality, interest is primarily paid semi-annually, and tax instalments paid may differ materially from the cash tax accrual.

Free cash flow is calculated as operating cash flow adjusted for provisions. CI uses this measure, among others, when determining how to deploy capital.

TABLE 3: OPERATING CASH FLOW AND FREE CASH FLOW

[millions of dollars]	**Quarter ended Mar. 31, 2018**	**Quarter ended Dec. 31, 2017**	**Quarter ended Mar. 31, 2017**
Cash provided by operating activities	80.5	143.0	84.9
Add:			
Income taxes paid	68.5	51.6	74.8
Interest paid	9.3	12.7	0.7
Less:			
Net change in non-cash working capital	(8.7)	55.4	6.6
Operating cash flow	**166.9**	**151.9**	**153.8**
Add:			
Provisions for compensation, legal and tax costs	—	28.7	—
Free cash flow	**166.9**	**180.6**	**153.8**

EBITDA, ADJUSTED EBITDA AND ADJUSTED EBITDA MARGIN

CI uses EBITDA (earnings before interest, taxes, depreciation and amortization) and adjusted EBITDA, which it defines as EBITDA net of non-controlling interest and other provisions and adjustments, to assess its underlying profitability prior to the impact of its financing structure, income taxes and the amortization of intangibles and other items. This permits comparisons of companies within the industry, normalizing for different financing methods and levels of taxation. Adjusted EBITDA is a measure of operating performance, a facilitator for valuation and a proxy for cash flow. Adjusted EBITDA margin expresses adjusted EBITDA as a percentage of total revenue.

TABLE 4: EBITDA, ADJUSTED EBITDA AND ADJUSTED EBITDA MARGIN

[millions of dollars, except per share amounts]	**Quarter ended Mar. 31, 2018**	**Quarter ended Dec. 31, 2017**	**Quarter ended Mar. 31, 2017**
Net Income	159.1	139.5	146.4
Add:			
Interest Expense	9.3	8.6	5.4
Provision for income taxes	57.0	53.9	54.1
Amortization of intangibles and other	4.9	4.7	3.2
EBITDA	**230.3**	**206.6**	**209.0**
EBITDA per share	**0.85**	**0.75**	**0.79**
Add:			
Provisions for compensation, legal and tax costs	—	39.0	—
Fair value adjustment to contingent consideration	—	5.6	—
Less:			
Non-controlling interest	0.2	0.2	(0.1)
Adjusted EBITDA	**230.1**	**251.0**	**209.1**
Adjusted EBITDA per share	**0.85**	**0.92**	**0.79**
Total revenue	573.5	594.4	502.6
Adjusted EBITDA Margin	**40.1%**	**42.2%**	**41.6%**

NET DEBT

CI calculates net debt as long-term debt (including the current portion) less cash and marketable securities, net of cash required for regulatory purposes and non-controlling interests. Net debt is a measure of leverage and CI uses this measure to assess its financial flexibility.

TABLE 5: NET DEBT

[millions of dollars]	**As at Mar. 31, 2018**	**As at Dec. 31, 2017**
Current portion of long-term debt	470.0	222.0
Long-term debt	896.3	896.1
	1,366.3	1,118.1
Less:		
Cash and short-term investments	193.1	124.6
Marketable securities	136.3	145.3
Add:		
Regulatory capital and non-controlling interests	16.3	12.6
Net Debt	**1,053.2**	**860.9**

DEALER GROSS MARGIN

CI monitors its operating profitability on the revenues earned within its Asset Administration segment by measuring its dealer gross margin, which is calculated as administration fee revenue less investment dealer fees, divided by administration fee revenue. CI uses this measure to assess the profitability of the Asset Administration segment before SG&A expenses.

TABLE 6: DEALER GROSS MARGIN

[millions of dollars]	**Quarter ended Mar. 31, 2018**	**Quarter ended Dec. 31, 2017**	**Quarter ended Mar. 31, 2017**
Administration fees	92.0	89.5	85.0
Less:			
Investment dealer fees	73.2	72.4	69.8
	18.8	17.1	15.1
Dealer gross margin	**20.5%**	**19.1%**	**17.8%**

ASSET MANAGEMENT MARGIN

CI assesses the overall performance of the asset management segment using a trailing 12-month asset management margin, where deferred sales commissions, trailer fees, and SG&A expenses are deducted from management fees and measured as a percentage of management fees. This margin removes any distortion caused by other revenues and expenses, eliminates the financing impact of back-end load funds because it is net of trailer fees and DSC, and it also eliminates revenue mix variances because it is measured as a percentage of management fees and not average AUM. Using a trailing 12-month margin eliminates any seasonality associated with SG&A expenses.

TABLE 7: ASSET MANAGEMENT MARGIN

[millions of dollars - trailing 12 months]	**Quarter ended Mar. 31, 2018**	**Quarter ended Dec. 31, 2017**	**Quarter ended Sep. 30, 2017**	**Quarter ended Jun. 30, 2017**	**Quarter ended Mar. 31, 2017**
Management fees	**1,961.3**	**1,897.1**	**1,813.6**	**1,806.8**	**1,773.4**
Less:					
Deferred sales commissions paid	30.8	32.6	33.0	35.0	38.3
Trailer fees	642.0	616.8	585.7	584.0	573.2
Net management fees	1,288.5	1,247.7	1,194.8	1,187.8	1,161.9
Less:					
SG&A expenses	402.4	380.0	354.8	347.8	335.9
	886.1	867.7	840.0	840.0	826.0
Asset management margin	**45.2%**	**45.7%**	**46.3%**	**46.5%**	**46.6%**

SG&A EFFICIENCY MARGIN

CI uses a trailing 12-month SG&A efficiency margin to assess its costs relative to management fees earned, net of deferred sales commissions and trailer fees, which are not directly controllable by CI. These expenses are determined by the type, class and load of funds in which CI's clients invest. SG&A expenses are subtracted from these net management fees and the remainder is measured as a percentage of net management fees. Using a trailing 12-month margin eliminates any seasonality associated with SG&A expenses.

TABLE 8: SG&A EFFICIENCY MARGIN

[millions of dollars - trailing 12 months]	**Quarter ended Mar. 31, 2018**	**Quarter ended Dec. 31, 2017**	**Quarter ended Sep. 30, 2017**	**Quarter ended Jun. 30, 2017**	**Quarter ended Mar. 31, 2017**
Management fees	1,961.3	1,897.1	1,813.6	1,806.8	1,773.4
Less:					
Deferred sales commissions paid	30.8	32.6	33.0	35.0	38.3
Trailer fees	642.0	616.8	585.7	584.0	573.2
Net management fees	**1,288.5**	**1,247.7**	**1,194.8**	**1,187.8**	**1,161.9**
Less:					
SG&A expenses	402.4	380.0	354.8	347.8	335.9
	886.1	867.7	840.0	840.0	826.0
SG&A efficiency margin	**68.8%**	**69.5%**	**70.3%**	**70.7%**	**71.1%**

ASSETS AND SALES

CI is one of Canada's largest independent investment fund companies with assets under management of $139.2 billion and assets under advisement of $42.7 billion at March 31, 2018, as shown in Table 9. Assets under advisement are comprised of AUA and assets held by clients of advisors with Stonegate Private Counsel. Assets under management increased 15% year over year, mainly due to CI's acquisition of Sentry as well as fund performance, partially offset by net redemptions of funds. The 8% increase in assets under advisement from last year was due to market performance, net sales, and advisor recruitment. Total assets, which include mutual, segregated and hedge funds, separately managed accounts, structured products, exchange-traded funds, pooled funds and assets under advisement, were $181.9 billion at March 31, 2018, up $21.5 billion from $160.4 billion at March 31, 2017.

TABLE 9: TOTAL ASSETS

[billions of dollars]	**As at March 31, 2018**	**As at March 31, 2017**	**% change**
Assets under management	139.2	120.7	15
Assets under advisement[1]	42.7	39.7	8
Total assets	**181.9**	**160.4**	**13**

[1]Includes $25.9 billion and $23.5 billion of assets managed by CI and held by clients of advisors with Assante and Stonegate in 2018 and 2017, respectively.

In contrast to the relative market calm of 2017, volatility returned to equity markets in the first quarter of this year. Most global markets dropped sharply in early February, with some falling by 10% or more. The initial decline was in part due to market participants' concern about rising inflation based on strong U.S. economic data.

Though they recovered somewhat over the ensuing weeks, equity indexes remained volatile through February and March, and many finished the period with negative returns in local currency terms. The S&P 500 Index, a broad measure of U.S. stocks, lost 0.8% and the MSCI World Index fell about 1.1%. Canada's S&P/TSX Composite Index underperformed its global counterparts, losing 4.5% during the three-month period. The Canadian benchmark is heavily weighted toward sectors that exhibited weak performance for the quarter, such as energy and materials.

The Canadian dollar fell 2.7% relative to the U.S. dollar over the first quarter. As a result, many foreign markets were positive when expressed in Canadian dollars. The S&P 500 Index gained 2.2% and the MSCI World Index was up 1.7% in Canadian dollars.

The change in AUM during each of the past five quarters is detailed in Table 10 and a breakdown of CI's sales is provided in Table 11.

TABLE 10: CHANGE IN ASSETS UNDER MANAGEMENT

[billions of dollars]	**Quarter ended Mar. 31, 2018**	**Quarter ended Dec. 31, 2017**	**Quarter ended Sep. 30, 2017**	**Quarter ended Jun. 30, 2017**	**Quarter ended Mar. 31, 2017**
Assets under management, beginning	143.028	121.725	121.111	120.748	117.889
Gross sales	5.187	4.251	3.667	3.805	4.632
Redemptions	6.515	5.657	3.652	3.591	4.920
Net sales	(1.328)	(1.406)	0.015	0.215	(0.288)
Acquisitions	—	19.019	—	—	—
Fund performance	(2.477)	3.690	0.599	0.148	3.147
Assets under management, ending	139.223	143.028	121.725	121.111	120.748
Average assets under management for the quarter	141.870	142.469	120.304	122.691	119.423

CI's Canadian business, excluding products closed to new investors, had $4.9 billion in gross sales and $1.2 billion in net redemptions, consisting of $1.6 billion in retail net redemptions and $0.4 billion in institutional net sales. Total gross sales improved by $0.6 billion from the same quarter last year, and management continues to focus on developing and executing strategies to improve sales going forward. CI's international business had a strong quarter with $200 million in net sales.

TABLE 11: SALES BREAKDOWN

	Quarter ended March 31, 2018		
[millions of dollars]	**Gross Sales**	**Redemptions**	**Net Sales**
Canadian Business			
Retail	3,652	5,240	(1,588)
Institutional	1,212	851	361
	4,864	6,091	(1,227)
International Business			
Retail	89	51	39
Institutional	211	50	162
	301	100	200
Closed Business	22	323	(301)
Total	**5,187**	**6,515**	**(1,328)**

RESULTS OF OPERATIONS

For the quarter ended March 31, 2018, CI reported net income attributable to shareholders of $159.0 million ($0.59 per share) versus $146.5 million ($0.55 per share) for the quarter ended March 31, 2017 and $139.4 million ($0.51 per share) for the quarter ended December 31, 2017. The fourth quarter of 2017 included a $39.0 million ($28.7 million after tax) provision for compensation, legal and tax costs primarily related to the acquisitions of Sentry and BBS. That quarter also included a $5.6 million fair value adjustment to contingent consideration related to First Asset. After adjusting for these items, net income was $173.7 million ($0.63 per share) in the quarter ended December 31, 2017.

Total revenue increased 14.1% in the first quarter of 2018 to $573.5 million, compared to revenue of $502.6 million in the same period of 2017. On a consecutive quarter basis, total revenue decreased 3.5% from $594.4 million in the fourth quarter of 2017. The increase from the same quarter last year was primarily due to the addition of Sentry. The decrease from the prior quarter was mainly a result of having two fewer days in the quarter, as management fees are generally earned on daily average assets, as well as a decrease in other income, which is explained in further detail in the Asset Management Segment section.

SG&A expenses for the first quarter of 2018 were $135.2 million compared to $108.0 million in the same quarter of 2017 and $130.8 million in the prior quarter. SG&A increased from the first quarter of 2017 primarily due to the addition of Sentry and BBS. SG&A increased from the prior quarter due to seasonal salary adjustments, strategic investments, and the inclusion of BBS' SG&A for a full quarter (BBS was acquired on November 1, 2017). As an annualized percentage of average AUM, SG&A expenses were 0.387%, up from 0.367% for the first quarter of last year and up from 0.364% for the prior quarter.

In the first quarter of 2018, CI paid $8.5 million in deferred sales commissions, compared with $10.3 million in the same quarter of 2017 and $7.3 million in the prior quarter. Similar to the rest of the Canadian mutual fund industry, CI's proportion of sales into deferred load funds, relative to front-end load funds, has been steadily decreasing over the past few years.

Interest expense of $9.3 million was recorded for the quarter ended March 31, 2018 compared with $5.4 million for the quarter ended March 31, 2017 and $8.6 million for the quarter ended December 31, 2017. The change in interest expense reflects the changes in average debt levels and average interest rates, as discussed under the Liquidity and Capital Resources section.

For the first quarter of 2018, CI recorded $57.0 million in income tax expense for an effective tax rate of 26.4% compared to $54.1 million in the first quarter of 2017 for an effective tax rate of 27.0%. CI's effective tax rate may differ from its statutory tax rate, which is currently 26.5%, as a result of some expenses being non-deductible or partially deductible, or some revenue items not being fully taxable.

Effective January 1, 2018, CI retrospectively adopted IFRS 15, which resulted in the derecognition of $205.5 million of deferred sales commissions and related deferred taxes of $51.8 million. Deferred selling commissions are no longer capitalized and amortized but are now expensed in the period incurred. Comparative figures have also been adjusted to reflect the adoption of this standard. Please refer to Note 2 of the Notes to Consolidated Financial Statements for further disclosure.

ASSET MANAGEMENT SEGMENT

The Asset Management segment is CI's principal business segment and its operating results are presented in Table 12.

TABLE 12: RESULTS OF OPERATIONS - ASSET MANAGEMENT SEGMENT

[millions of dollars]	**Quarter ended Mar. 31, 2018**	**Quarter ended Dec. 31, 2017**	**Quarter ended Mar. 31, 2017**
Management fees	513.7	532.1	449.5
Other revenue	3.6	9.6	2.4
Total revenue	517.3	541.6	451.9
Selling, general and administrative	110.7	109.6	88.3
Trailer fees	170.0	176.0	144.8
Deferred sales commissions paid	8.9	7.7	10.8
Amortization of intangibles	1.4	1.4	0.8
Other expenses	2.3	46.7	2.3
Total expenses	293.4	341.3	246.9
Non-controlling interest	0.1	0.2	(0.1)
Income before taxes and non-segmented items	223.8	200.1	205.1

Revenues

Revenues from management fees were $513.7 million for the quarter ended March 31, 2018, an increase of 14.3% from $449.5 million for the quarter ended March 31, 2017 and a decrease of 3.5% from $532.1 million for the quarter ended December 31, 2017. The increase in management fees from the first quarter of last year was mainly due to the acquisition of Sentry. The decrease in management fees from the prior quarter was mainly due to the quarter having two fewer days. Net management fees (management fees less trailer fees and deferred sales commissions) as a percentage of average AUM were 0.957%, down from 0.998% for the first quarter last year and from 0.970% for the prior quarter.

For the quarter ended March 31, 2018, other revenue was $3.6 million versus $2.4 million and $9.6 million for the quarters ended March 31, 2017 and December 31, 2017, respectively. Other revenue in the fourth quarter of 2017 included year-end reinvested distributions and a greater amount of interest income.

Expenses

SG&A expenses for the Asset Management segment were $110.7 million for the quarter ended March 31, 2018, compared with $88.3 million for the first quarter in 2017 and $109.6 million for the prior quarter. SG&A expenses increased from the same quarter last year primarily due to the acquisition of Sentry. As a percentage of average AUM, SG&A expenses were 0.317% for the quarter ended March 31, 2018, up from 0.300% for the quarter ended March 31, 2017, and 0.305% in the quarter ended December 31, 2017. The increase as a percentage of average AUM reflects reinvestment across CI's business, including annual compensation increases, typical of the first quarter.

Another measure that CI uses to assess its costs is the SG&A efficiency margin, as discussed in the "Non-IFRS Measures" section and as set out in Table 8. CI's current quarter SG&A efficiency margin was 66.9%, down from 70.0% in the first quarter of last year and 68.6% in the prior quarter.

Trailer fees were $170.0 million for the quarter ended March 31, 2018, up 17.4% from $144.8 million for the quarter ended March 31, 2017 and down 3.4% from $176.0 million for the prior quarter. Net of inter-segment amounts, this expense was $162.0 million for the quarter ended March 31, 2018 versus $138.0 million for the first quarter of 2017 and $167.8 million for the fourth quarter of 2017. The increase from the same quarter last year is due to the inclusion of Sentry. The decrease from the prior quarter is mainly due to the number of days in each quarter.

In the first quarter of 2018, before inter-segment elimations, CI paid $8.9 million in deferred sales commissions, compared with $10.8 million in the same quarter of 2017 and $7.7 million in the prior quarter. CI's proportion of sales into deferred load funds, relative to front-end load funds, has been steadily decreasing over the past few years.

Other expenses for the quarter ended March 31, 2018 were $2.3 million, compared to $2.3 million in the same quarter of last year and $46.7 million in the previous quarter. Other expenses for the fourth quarter of 2017 included the $39.0 million provision for compensation, legal and tax costs discussed earlier, as well as the $5.6 million in contingent consideration payments related to First Asset.

The asset management margin for the first quarter of 2018 was 43.6% compared to 45.8% in the first quarter of 2017 and 44.9% in the prior quarter. The calculations and definitions of asset management margin can be found in the "Non-IFRS Measures" section and in Table 7.

Income before taxes and non-segmented items for CI's principal segment was $223.8 million for the quarter ended March 31, 2018, up 9.1% from $205.1 million in the same period in 2017 and up 11.8% from $200.1 million in the previous quarter. Income before taxes and non-segmented items, excluding the provisions and fair value adjustment to contingent consideration in the fourth quarter of 2017, was down 8.5%. The decrease from the fourth quarter was primarily due to the quarter having two fewer days and lower other income.

ASSET ADMINISTRATION SEGMENT

The Asset Administration segment operating results are presented in Table 13.

TABLE 13: RESULTS OF OPERATIONS - ASSET ADMINISTRATION SEGMENT

[millions of dollars]	**Quarter ended Mar. 31, 2018**	**Quarter ended Dec. 31, 2017**	**Quarter ended Mar. 31, 2017**
Administration fees	92.0	89.5	85.0
Other revenue	8.1	6.9	6.1
Total revenue	100.1	96.4	91.1
Selling, general and administrative	24.5	21.2	19.7
Investment dealer fees	73.2	72.4	69.8
Amortization of intangibles	0.9	0.9	0.6
Other expenses	—	0.2	—
Total expenses	98.6	94.7	90.1
Income before taxes and non-segmented items	1.5	1.7	0.9

Revenues

Administration fees were $92.0 million for the quarter ended March 31, 2018, an increase of 8.2% from $85.0 million for the same period a year ago and an increase of 2.8% from $89.5 million for the prior quarter. The change in administration fees from the comparable periods related to the change in assets under administration at Assante as well as the addition of BBS on November 1, 2017. Net of inter-segment amounts, administration fee revenue was $48.1 million for the quarter ended March 31, 2018, up from $44.6 million for the quarter ended March 31, 2017 and up from $45.8 million in the previous quarter.

Other revenue earned by the Asset Administration segment is mainly comprised of non-advisor-related activities. For the quarter ended March 31, 2018, other revenue was $8.1 million, up from $6.1 million in the same quarter of 2017 and up from $6.9 million in the fourth quarter.

Expenses

Investment dealer fees were $73.2 million for the quarter ended March 31, 2018 compared to $69.8 million for the first quarter of 2017 and $72.4 million for the quarter ended December 31, 2017. Net of inter-segment amounts, investment dealer fees were $37.7 million, up from $36.7 million for the same quarter last year and up from $37.3 million for the quarter ended December 31, 2017. Investment dealer fees generally fluctuate with Assante's administration fee revenue.

As discussed in the "Non-IFRS Measures" section of this MD&A and as set out in Table 6, dealer gross margin was $18.8 million or 20.5% of administration fee revenue for the quarter ended March 31, 2018 compared to $15.1 million or 17.8% for the first quarter of 2017 and $17.1 million or 19.1% for the previous quarter. The increase in dealer gross margin as a percentage of administration fee revenue from the first quarter of 2017 was mainly due to the inclusion of BBS, which earns administration fees but does not pay investment dealer fees.

SG&A expenses for the segment were $24.5 million for the quarter ended March 31, 2018 compared to $19.7 million in the first quarter of 2017 and $21.2 million in the fourth quarter of 2017. The increase in SG&A expenses is due to the addition of BBS as well as an increase in Assante's discretionary spend.

The Asset Administration segment had income before taxes and non-segmented items of $1.5 million for the quarter ended March 31, 2018, compared to $0.9 million for the first quarter of 2017 and $1.7 million for the prior quarter.

LIQUIDITY AND CAPITAL RESOURCES

CI generated $166.9 million of free cash flow in the first quarter of 2018, compared to $153.8 million for the same quarter of 2017. Reconciliations of free cash flow to cash provided by operating activities are provided in the "Non-IFRS Measures" section and set out in Table 3.

CI primarily uses cash flow to pay dividends on its shares, fund capital expenditures, fund acquisitions, pay down debt, and repurchase shares through its normal course issuer bid. At current levels of cash flow and anticipated dividend payout rates, CI produces sufficient cash to meet its obligations and support planned business operations for at least the next 12 months.

CI's cash flows experience two forms of seasonality: 1) one-third of deferred sales commissions are historically paid out in the first quarter; and 2) the balance of cash income taxes and incentive compensation are paid at the end of February. These factors may cause cash flow fluctuations from quarter to quarter.

TABLE 14: SUMMARY OF CASH FLOWS

[millions of dollars]	**Quarter ended March 31, 2018**	**Quarter ended March 31, 2017**
Free cash flow	166.9	153.8
Less:		
Investments in marketable securities, net	(8.2)	3.3
Capital expenditures	4.2	3.4
Share repurchases, net	155.2	72.6
Dividends paid	95.4	91.5
Debt repaid / (drawn)	(248.0)	(106.0)
Working capital and other items	99.9	88.6
	98.5	153.4
Net change in cash	68.5	0.4
Cash at January 1	124.6	117.9
Cash at March 31	193.1	118.3

During the quarter ended March 31, 2018, CI invested $0.8 million in marketable securities and received proceeds of $9.0 million from the disposition of marketable securities. Excluding BBS' securities owned, at market, the fair value of CI's marketable securities at March 31, 2018 was $136.3 million. This is comprised of seed capital investments in CI funds and strategic investments.

During the three months ended March 31, 2018, CI invested $4.2 million in capital assets, up from $3.4 million in the three months ended March 31, 2017. These investments related primarily to technology and leasehold improvements. CI's working capital and other items increased $99.9 million in the three months ended March 31, 2018, compared to an increase of $88.6 million in same period of 2017. The increase was primarily a result of a decrease in accounts payable and legal provisions.

During the first quarter of 2018, CI repurchased 5.4 million shares under its normal course issuer bid at a total cost of $155.6 million, or $28.81 per share. CI paid dividends of $95.4 million, which represented 60% of adjusted net income and 57% of free cash flow for the period. CI's most recent dividend payment was $0.1175 per share per month, or $376 million per fiscal year. Following the quarter, CI's Board of Directors declared a monthly cash dividend of $0.1175 per share, payable on each of June 15, July 13, and August 15, 2018 to shareholders of record on May 31, June 30, and July 31, 2018, respectively.

The statement of financial position for CI at March 31, 2018 reflected total assets of $4.450 billion, an increase of $0.105 billion from $4.345 billion at December 31, 2017. The increase in assets was primarily due to an increase in cash and client and trust funds on deposit.

CI's cash and cash equivalents increased by $68.5 million in the quarter to $193.1 million as of March 31, 2018. The increase was due to working capital fluctuations at quarter-end. Accounts receivable and prepaid expenses decreased by $9.2 million to $227.2 million as of March 31, 2018.

Capital assets increased by $1.8 million during the three months ended March 31, 2018 as a result of $4.2 million in capital additions less $2.4 million in amortization.

Total liabilities increased by $188.7 million during the quarter to $2.628 billion at March 31, 2018. This change was mainly attributable to the $248.2 million increase in debt. CI had $900 million in outstanding debentures, with a weighted average interest rate of 3.024% and a carrying value of $896.3 million at March 31, 2018.

As of March 31, 2018, CI had drawn $470 million against its $700 million credit facility. Principal repayments on any drawn amounts are only required at the maturity of the facility, which is December 11, 2018.

Net debt, as discussed in the "Non-IFRS Measures" section and as set out in Table 5, was $1,053 million at March 31, 2018, up from $861 million at December 31, 2017. This increase was primarily due to the increase in working capital and other items discussed earlier, as well as CI returning more cash to shareholders in the form of dividends and share repurchases, relative to the amount of free cash flow that was generated for the period. The average debt level for the three months ended March 31, 2018 was approximately $1,260 million, compared to $830 million for the same period last year.

At March 31, 2018, excluding the current portion of long-term debt, CI was in a positive working capital position, which in addition to the availability of its credit facility, reflects the ability of CI to meet its cash flow requirements.

CI's ratios of debt to adjusted EBITDA and net debt to adjusted EBITDA were 1.5 to 1 and 1.1 to 1, respectively. CI is within its financial covenants with respect to its credit facility, which requires that the debt to EBITDA ratio remain below 2.5 to 1, and assets under management not fall below $85 billion, based on a rolling 30-day average.

Shareholders' equity was $1.819 billion at March 31, 2018, a decrease of $83.6 million during the quarter ended March 31, 2018.

RISK MANAGEMENT

CI is exposed to a number of risks that are inherent in the wealth management business. Some factors which introduce or exacerbate risk are within the control of management and others are, by their nature, outside of CI's direct control but must still be managed. Effective risk management is a key component to achieving CI's business objectives and protecting company and client assets. It is an ongoing process involving the Board of Directors, the company's Risk Management Committee, comprised of senior executives representing CI's business units, and the company's Risk Management Team, comprised of the Chief Risk Officer and the Vice-President, Risk Management and Corporate Responsibility. The Board has delegated primary responsibility for oversight of risk management to the Governance and Risk Committee of the Board of Directors.

Monitoring, evaluating and managing risk is a shared responsibility at CI. The Risk Management Committee and Risk Management Team work together to manage risk and ensure that business strategies and activities are consistent with CI's risk appetite. Regular reports are provided to The Governance and Risk Committee of CI's Board.

As noted above, the Risk Management Committee is comprised of senior executives from each core business unit and operating area at CI. CI has developed an enterprise-wide approach to monitoring, evaluating and managing risk. The members of the Risk Management Committee identify and evaluate specific and material risks, applying both a quantitative and a qualitative analysis and then assess the likelihood of occurrence of a particular risk event. Once risks have been identified and rated, strategies and procedures are developed to minimize or avoid negative consequences and these risk mitigation processes are implemented and monitored with each business unit.

The risks described below are not the only risks facing CI. The risks set out below are risks and uncertainties that the Risk Management Committee currently believe could materially affect CI's future financial performance. The reader should carefully consider the risks described below, and the other information contained in this MD&A, including under the heading "Forward-Looking Statements" before making an investment decision.

MARKET RISK

Market risk is the risk of a financial loss resulting from adverse changes in underlying market factors, such as interest rates, foreign exchange rates, and equity and commodity prices. A description of each component of market risk is described below:

- Interest rate risk is the risk of gain or loss due to the volatility of interest rates.
- Foreign exchange rate risk is the risk of gain or loss due to volatility of foreign exchange rates.
- Equity risk is the risk of gain or loss due to the changes in prices and volatility of individual equity instruments and equity indexes.

CI's financial performance is indirectly exposed to market risk. Any decline in financial markets or lack of sustained growth in such markets may result in a corresponding decline in the performance of CI's mutual funds and may adversely affect CI's assets under management, management fees and revenues, which would reduce cash flow to CI and ultimately impact CI's ability to pay dividends.

MARKET RISK FOR THE ASSET MANAGEMENT SEGMENT

At March 31, 2018, approximately 29% of CI's assets under management were held in fixed-income securities, which are exposed to interest rate risk. An increase in interest rates causes market prices of fixed-income securities to fall, while a decrease in interest rates causes market prices to rise. CI estimates that a 50 basis point change in interest rates would cause a change of about $7 million in annual pre-tax earnings in the Asset Management segment.

At March 31, 2018, about 52% of CI's assets under management were based in Canadian currency. While CI's concentration in Canadian currency assets reduces its exposure to foreign exchange risk, approximately 23% of CI's assets under management were based in U.S. currency. Any change in the value of the Canadian dollar relative to U.S. currency will cause fluctuations in CI's assets under management. CI estimates that a 10% change in Canadian/U.S. exchange rates would cause a change of about $25 million in the Asset Management segment's annual pre-tax earnings.

About 60% of CI's assets under management were held in equity securities at March 31, 2018, which are subject to equity risk. Equity risk is classified into two categories: general equity risk and issuer-specific risk. CI employs internal and external fund managers to take advantage of these individuals' expertise in particular market niches, sectors and products and to reduce issuer- specific risk through diversification. CI estimates that a 10% change in the prices of equity indexes would cause a change of about $70 million in annual pre-tax earnings.

CI has a control environment that ensures market risks are reviewed regularly. CI's compliance group reviews and monitors CI's fund and portfolio investments are in compliance with investment policies and regulations. CI also reviews investment processes, portfolio positioning and attribution of results of its investment teams on a regular basis.

MARKET RISK FOR THE ASSET ADMINISTRATION SEGMENT

CI's operating results are not materially exposed to market risk impacting the asset administration segment given that this segment usually generates less than 1% of the total income before non-segmented items (this segment reported a gain of $1.5 million before income taxes and non-segmented items for the quarter ended March 31, 2018). Investment advisors regularly review their client portfolios to assess market risk and consult with clients to make appropriate changes to mitigate it. The effect of a 10% change in any one component of market risk (comprised of interest rate risk, foreign exchange risk and equity risk) would have resulted in a change of approximately $4 million to the Asset Administration segment's annual pre-tax earnings.

POLITICAL AND MARKET RISK

CI's performance is directly affected by financial markets and political conditions, including any political change and uncertainty in the United States, Europe and abroad. These changes may cause significant volatility and decline in the global economy or specific international, regional and domestic financial markets which are beyond the control of CI. There can be no assurance that financial market performance will be favourable in the future. Any decline in financial markets or lack of sustained growth in such markets may result in a corresponding decline in performance, which could negatively impact CI's business and impede the growth of CI's assets under management and revenue.

STRATEGIC RISK

Strategic risks are risks that directly impact the overall direction of CI and the ability of CI to successfully identify growth opportunities and implement proposed solutions. The key strategic risk is the risk that management fails to anticipate, and respond to, changes in the business environment, including demographic, regulatory and competitive changes. CI's performance is directly affected by the financial market and business conditions, including the legislation and policies of the governments and regulatory authorities having jurisdiction over CI's operations. These are beyond the control of CI; however, an important part of the risk management process is the ongoing review and assessment of industry and economic trends and changes. Strategies are then designed to effectively respond to any anticipated changes, including identifying acquisition opportunities, developing new business lines, introducing new products, and implementing cost control strategies.

Part of CI's strategy includes strategic acquisitions and investments in growth opportunities. Strategic acquisitions may benefit CI through increasing fee earning assets, broadening CI's distribution relationships, enhancing CI's business capabilities and capturing cost synergies. CI embarks on a thorough due diligence process prior to any acquisition; however, there can be no assurances that the anticipated benefits of any acquisition will be achieved. The success of an acquisition is contingent upon many factors, including retaining key employees, securing assets acquired, obtaining legal and regulatory approvals, integrating operations and vendor relationships, and having favourable economic conditions.

REPUTATION RISK

Reputation risk is the potential negative impact of a deterioration of CI's image or lower public confidence in the CI brand, its senior management or its products and services. Operational errors, poor performance, regulatory investigation or sanctions, litigation or employee misconduct could result in reputational harm to CI. Through its Codes of Conduct, governance practices, risk management programs, policies, procedures and training, CI attempts to prevent and detect any activities by CI officers, directors, and employees that would harm CI's reputation. While all employees, directors and officers are expected to protect the reputation of CI, there can be no assurances that unauthorized or unsuccessful activities may result in damage to CI's reputation, which could adversely affect CI's business and profitability.

COMPETITION RISK

CI operates in a highly competitive environment, with competition based on a variety of factors, including the range of products offered, brand recognition, investment performance, business reputation, financing strength, the strength and continuity of institutional, management and sales relationships, quality of service, level of fees charged and level of commissions and other compensation paid. CI competes with a large number of mutual fund companies and other providers of investment products, investment management firms, broker-dealers, banks, insurance companies and other financial institutions. Some of these competitors have, and potential future competitors may have, greater technical, financial, marketing, distribution or other resources than CI. The trend toward greater consolidation within the investment management industry has increased the strength of a number of CI's competitors. CI's competitors seek to expand market share by offering different products and services and more competitive pricing than those offered by CI. While CI continues to develop and market new products and services and remain competitive with respect to fees, there can be no assurance that CI will maintain its current standing or market share or investment performance relative to its competitors, which may adversely affect the business, financial condition or operating results of CI.

In addition, there are uncertainties involved in the introduction of new products and services, including technical requirements, operational controls and procedures, compliance with regulatory requirements and shifting market preferences. The development and introduction of new products and services may require ongoing support and investment. A failure to manage the risks involved in the implementation of new products and services may lead to operational lapses, increased capital requirements, and competitive alternatives, which could adversely affect CI's standing, market share or investment performance relative to its competitors and negatively impact the business, financial condition or operating results of CI.

DISTRIBUTION RISK

CI distributes its investment products through a number of distribution channels, including brokers, independent financial planners and insurance advisors. CI's access to these distribution channels is impacted by the strength of the relationship with certain business partners and the level of competition faced from the financial institutions that own those channels. While CI continues to develop and enhance existing relationships, there can be no assurance that CI will, in the future, enjoy the level of access that it has in the past, which would adversely affect its sales of investment products.

REGULATORY AND LEGAL RISK

CI's business is dependent upon compliance with and continued registration under securities laws in all jurisdictions in which CI and its subsidiaries carry on business. Laws and regulations applied at the national and provincial level generally grant governmental agencies and self-regulatory bodies broad administrative discretion over the activities of CI, including the power to limit or restrict business activities as well as impose additional disclosure requirements on CI products and services. Possible sanctions include the revocation or imposition of conditions on licenses to operate certain businesses, the suspension or expulsion from a particular market or jurisdiction of any of CI's business segments or its key personnel or financial advisors, and the imposition of fines and censures. It is also possible that the laws and regulations governing a subsidiary's operations or particular investment products or services could be amended or interpreted in a manner that is adverse to CI. To the extent that existing or future regulations affecting the sale or offering of CI's product or services or CI's investment strategies cause or contribute to reduced sales of CI's products or lower margins or impair the investment performance of CI's products, CI's aggregate assets under management and its revenues may be adversely affected. In addition, the constant rate of change in the securities regulatory environment governing CI's business may require additional human resources and operations which will increase costs.

Given the nature of CI's business, CI may from time to time be subject to claims or complaints from investors or others in the normal course of business. The legal risks facing CI, its directors, officers, employees or agents in this respect include potential liability for violations of corporate laws, securities laws, stock exchange rules and misuse of investors' funds. Some violations of corporate laws, securities laws or stock exchange rules could result in civil liability, fines, sanctions, or expulsion from a self-regulatory organization or the suspension or revocation of CI's subsidiaries' right to carry on their existing business. CI may incur significant costs in connection with such potential liabilities.

INFORMATION TECHNOLOGY RISK

CI uses information technology and the internet to streamline business operations and to improve the client and advisor experience. However, with the use of information technology and the internet, email messaging and other online capabilities, CI is exposed to information security risk that could potentially have an adverse impact on its business. CI is dependent on its information security policies, procedures and capabilities to protect its computer and telecommunications systems and the data that it transmits through its information technology systems. Any information technology event, such as a hacker attack or virus, or internal issue, such as the failure to implement sufficient controls, could result in unauthorized access to sensitive or confidential information, theft, operational disruption, regulatory actions, legal liability or reputational harm. CI actively monitors this risk and continues to develop controls to protect against cyber threats that are becoming more sophisticated and pervasive. In addition, CI has and will continue to implement safeguards to control access to sensitive information, through password protection, encryption of confidential information and other means. Notwithstanding these measures, CI cannot fully mitigate the risk associated with information technology security. If mobile electronic devices, such as laptops or smart phones, are stolen, lost or left unattended, such devices may become exposed to hacking or other unauthorized use. As well, CI is dependent on the efficiency and effectiveness of the technology it uses and keeping pace with a continuously evolving information technology landscape. Malfunctioning of any of the technologies used by CI and being slow to keep pace could disrupt the company's success and negatively impact CI's financial position and reputation.

CI's business is dependent on the physical integrity of its infrastructure, including its office space, storage centers and other facilities. CI has taken precautions to protect the physical security of its infrastructure, and the sensitive information contained therein, through passkey protection, limited after-hours access and clean desk policies. However, a breach of the physical integrity of CI infrastructure may leave sensitive information vulnerable to unauthorized access and use, increasing a possible security risk, which could negatively impact CI's business and reputation.

OPERATIONAL RISK

Operational risk is the risk of loss resulting from inadequate or failed internal processes or systems. The operational risk that CI is exposed to may arise from, technology failures, business disruption, theft and fraud, failure of key third parties, employee errors, processing and execution errors, and inaccurate or incomplete client information. Operational risk may result in a financial loss but can also lead to regulatory sanctions and harm to CI's reputation. Operational risk driven by people and processes are mitigated through human resources policies and practices, and a strong internal control environment. Operational risks driven by systems and services are managed through controls over technology development and change management as well as enhanced procedures for oversight of third-party service providers. While CI continuously monitors its operational risks, there can be no assurances that CI's internal control procedures can mitigate all operational risks.

TAXATION RISK

CI is subject to various uncertainties concerning the interpretation and application of Canadian tax laws. CI Investments is considered a large case file by the Canada Revenue Agency and, as such, is subject to audit each year. There is a significant lag between the end of a fiscal year and when such audits are completed. Therefore, at any given time, several years may be open for audit and/or adjustments. While CI regularly assesses the likely outcome of these audits in order to determine the appropriateness of its tax provision, there can be no assurance that CI will accurately predict the outcomes of these audits. If tax authorities disagree with CI's application of such tax laws, CI's profitability and cash flows could be adversely affected.

REDEMPTION RISK

CI earns revenue primarily from management fees earned for advising and managing mutual fund assets. The level of these mutual fund assets is dependent on (i) sales; (ii) redemptions; and (iii) investment performance. Sales and redemptions may fluctuate depending on market and economic conditions, investment performance, and other factors.

Significant mutual fund redemptions could adversely impact the returns of investors in the affected funds by impacting market values and increasing transaction costs or taxable distributions. Continued large redemptions could negatively impact the prospects and operating results of CI.

KEY PERSONNEL RISK

The success of CI is dependent to a significant degree upon the contributions of senior management. The loss of any of these individuals, or an inability to attract, retain and motivate sufficient numbers of qualified senior management personnel, could adversely affect CI's business. The retention of these key managers and the identification and development of the next generation of managers is an area of focus for CI. CI has not purchased any "key man" insurance with respect to any of its directors, officers or key employees and has no current plans to do so.

The success of CI is also dependent upon, among other things, the skills and expertise of its human resources, including the management and investment personnel with specialized skills related to, among other things, marketing, risk management, credit, information technology, accounting, administrative operations and legal affairs. These highly skilled and often highly specialized individuals play an important role in developing, implementing, operating, managing and distributing CI's products and services. Accordingly, the recruitment and retention of skilled personnel, continuous training and transfer of knowledge are key activities that are essential to CI's performance. CI has taken, and will continue to take, steps to encourage our key employees to remain employed at CI, including the implementation of long-service awards, employee engagement strategies and enhanced transparency measures with respect to compensation. In addition, the growth in total assets under management in the industry and the reliance on investment performance to sell financial products has increased the demand for experienced and high- performing portfolio managers. Compensation packages for these managers may increase at a rate well in excess of inflation and well above the rates of increase observed in other industries and the rest of the labour market. The loss of these individuals or an inability to attract, retain and motivate a sufficient number of qualified personnel could result in a loss of clients and a decline in sales and adversely affect CI's business.

The market for financial advisors is extremely competitive and is increasingly characterized by frequent movement by financial advisors among different firms. Individual financial advisors of AWM have regular direct contact with clients, which can lead to a strong and personal client relationship based on the client's trust in the individual financial advisor. The loss of a significant number of financial advisors could lead to the loss of client accounts which could have a material adverse effect on the results of operations and prospects of AWM and, in turn, CI. Although AWM uses or has used a combination of competitive compensation structures and equity with vesting provisions as a means of seeking to retain financial advisors, there can be no assurance that financial advisors will remain with AWM.

INSURANCE RISK

CI maintains various types of insurance which include financial institution bonds, errors and omissions insurance, directors', trustees' and officers' liability insurance, agents' insurance and general commercial liability insurance. Management evaluates the adequacy of CI's insurance coverage on an ongoing basis. However, there can be no assurance that a claim or claims will not exceed the limits of available insurance coverage, that any insurer will remain solvent or willing to continue providing insurance coverage with sufficient limits or at a reasonable cost or that any insurer will not dispute coverage of certain claims due to ambiguities in the relevant policies. A judgment against CI in excess of available coverage could have a material adverse effect on CI both in terms of damages awarded and the impact on the reputation of CI.

CAPITAL RISK

Certain subsidiaries of CI are subject to minimum regulatory capital requirements. This may require CI to keep sufficient cash and other liquid assets on hand to maintain capital requirements rather than using them in connection with its business. Failure to maintain required regulatory capital by CI may subject it to fines, suspension or revocation of registration by the relevant securities regulator. A significant operating loss by a registrant subsidiary or an unusually large charge against regulatory capital could adversely affect the ability of CI to expand or even maintain its present level of business, which could have a material adverse effect on CI's business, results of operations, financial condition and prospects.

CREDIT RISK

Credit risk is the risk of loss associated with the inability of a third party to fulfill its payment obligations. CI is exposed to the risk that third parties that owe it money, securities or other assets will not perform their obligations. These parties include trading counterparties, customers, clearing agents, exchanges, clearing houses and other financial intermediaries, as well as issuers whose securities are held by CI. These parties may default on their obligations due to bankruptcy, lack of liquidity, operational failure or other reasons. CI does not have significant exposure to any individual counterparty. Credit risk is mitigated by regularly monitoring the credit performance of individual counterparties and holding collateral where appropriate.

One of the primary sources of credit risk arises when CI extends credit to clients to purchase securities by way of margin lending. Margin loans are due on demand and are collateralized by the financial instruments in the client's account. CI faces a risk of financial loss in the event a client fails to meet a margin call if market prices for securities held as collateral decline and if CI is unable to recover sufficient value from the collateral held. The credit extended is limited by regulatory requirements and by CI's internal credit policy.

LIQUIDITY RISK

Liquidity risk is the risk that CI may not be able to generate sufficient funds and within the time required in order to meet its obligations as they come due. While CI currently has access to financing, unfavourable market conditions may affect the ability of CI to obtain loans or make other arrangements on terms acceptable to CI.

SHARE CAPITAL

As at March 31, 2018, CI had 266,560,958 shares outstanding.

Employee Incentive Share Option Plan: At March 31, 2018, 7.4 million options to purchase shares were outstanding, of which 6.1 million options were exercisable.

Restricted Share Unit ("RSU") Plan: 939,415 RSUs were outstanding as at March 31, 2018.

Deferred Share Unit ("DSU") Plan: 26,442 DSUs were outstanding as at March 31, 2018.

Additional details about the above Plans can be found in Note 6 to the Consolidated Financial Statements.

CONTRACTUAL OBLIGATIONS

The table that follows summarizes CI's contractual obligations at March 31, 2018.

PAYMENTS DUE BY YEAR

[millions of dollars]	**Total**	**1 year or less**	**2**	**3**	**4**	**5**	**More than 5 years**
Long-term debt	1,370.0	470.0	—	450.0	200.0	—	250.0
Operating leases	97.8	13.3	12.8	12.3	11.7	11.6	36.0
Total	1,467.8	483.3	12.8	462.3	211.7	11.6	286.0

SIGNIFICANT ACCOUNTING ESTIMATES

The March 31, 2018 Consolidated Financial Statements have been prepared in accordance with IFRS. For a discussion of all significant accounting policies, refer to Note 1 of the December 31, 2017 Notes to Consolidated Financial Statements. Note 2 of the December 31, 2017 Consolidated Financial Statements provides a discussion regarding the methodology used for business acquisitions. Note 4 of the December 31, 2017 Consolidated Financial Statements provides a discussion regarding the recoverable amount of CI's goodwill and intangible assets compared to its carrying value.

NEW ACCOUNTING POLICIES

Effective, January 1, 2018, CI retrospectively adopted IFRS 15 *Revenue from Contracts with Customers* and IFRS 9 *Financial Instruments*. Note 2 of the March 31, 2018 Notes to Consolidated Financial Statements provides a discussion regarding the new accounting standards and the impact the adoption had on the consolidated financial statements.

DISCLOSURE CONTROLS AND INTERNAL CONTROLS OVER FINANCIAL REPORTING

The Chief Executive Officer ("CEO") and the Chief Financial Officer ("CFO"), together with management, are responsible for the design of CI's disclosure controls and procedures as defined in National Instrument 52-109 (NI 52-109). Management evaluated, with participation of the CEO and CFO, the effectiveness of the disclosure controls and procedures (as at March 31, 2018). Based on this evaluation, the CEO and CFO have concluded that they are reasonably assured these disclosure controls and procedures were effective as at March 31, 2018 and that material information relating to CI was made known to them within the time periods specified under applicable securities legislation.

Management, under the supervision of the CEO and CFO, is responsible for the design and maintenance of adequate internal controls over financial reporting as defined in NI 52-109 for the purposes of providing reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS. However, due to its inherent limitations, internal controls over financial reporting can only provide reasonable, not absolute, assurance that the financial statements are free of misstatements. The COSO framework was used to assist management, along with the CEO and CFO, in the evaluation of these internal control systems. Management, under the direction of the CEO and CFO, concluded that the internal controls over financial reporting were effective as at March 31, 2018. Management used various tools to evaluate internal controls over financial reporting which included interaction with key control systems, review of policy and procedure documentation, observation or reperformance of control procedures to evaluate the effectiveness of controls and concluded that these controls are effective. For the quarter ended March 31, 2018, there have been no changes to the internal controls over financial reporting that have materially affected, or are reasonably likely to affect, internal controls over financial reporting.

Additional information relating to CI, including the most recent audited annual financial statements, management information circular and annual information form, is available on SEDAR at www.sedar.com and on CI's website at www.cifinancial.com. Information contained in or otherwise accessible through the websites mentioned in this MD&A does not form part of, and is not incorporated by reference into, this MD&A.

Condensed Consolidated
Financial Statements

(unaudited)

March 31, 2018
CI FINANCIAL CORP.

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION (unaudited)

[in thousands of Canadian dollars]	**As at March 31, 2018 $**	**As at December 31, 2017 $**	**As at January 1, 2017 $**
ASSETS			
Current			
Cash and cash equivalents	**193,064**	124,582	117,899
Client and trust funds on deposit	**361,158**	327,733	185,424
Investments *[note 2]*	**201,085**	200,910	85,013
Accounts receivable and prepaid expenses	**227,156**	236,356	148,218
Income taxes receivable	**10,035**	—	—
Total current assets	**992,498**	889,581	536,554
Capital assets, net	**45,068**	43,241	34,741
Intangibles	**3,374,753**	3,375,840	2,407,966
Other assets	**38,068**	36,592	206,735
Total assets	**4,450,387**	4,345,254	3,185,996
LIABILITIES AND EQUITY			
Current			
Accounts payable and accrued liabilities	**233,580**	299,004	222,742
Provision for other liabilities *[note 5]*	**35,700**	61,210	37,246
Dividends payable *[note 7]*	**62,759**	64,598	61,015
Client and trust funds payable	**423,993**	375,647	183,148
Income taxes payable	**—**	1,124	8,585
Current portion of long-term debt *[note 4]*	**470,000**	222,000	—
Total current liabilities	**1,226,032**	1,023,583	512,736
Deferred lease inducement	**12,702**	12,214	11,770
Long-term debt *[note 4]*	**896,323**	896,119	758,658
Provision for other liabilities *[note 5]*	**25,891**	37,385	48,063
Deferred income taxes *[note 2]*	**467,422**	470,393	309,549
Total liabilities	**2,628,370**	2,439,694	1,640,776
Equity			
Share capital *[note 6(a)]*	**2,319,504**	2,360,257	1,885,066
Contributed surplus	**22,352**	22,058	18,062
Deficit *[note 2]*	**(522,004)**	(493,534)	(369,689)
Accumulated other comprehensive income (loss) *[note 2]*	**(403)**	14,301	9,148
Total equity attributable to the shareholders of the Company	**1,819,449**	1,903,082	1,542,587
Non-controlling interests	**2,568**	2,478	2,633
Total equity	**1,822,017**	1,905,560	1,545,220
Total liabilities and equity	**4,450,387**	4,345,254	3,185,996

(see accompanying notes)

On behalf of the Board of Directors:

William T. Holland	**Paul Derksen**
Director	**Director**

CONSOLIDATED STATEMENTS OF INCOME AND COMPREHENSIVE INCOME (unaudited)

For the three-month period ended March 31

[in thousands of Canadian dollars, except per share amounts]	**2018** **$**	**2017** **$**
REVENUE		
Management fees	**513,728**	449,495
Administration fees	**48,100**	44,618
Redemption fees	**4,224**	4,311
Realized and unrealized gain (loss) on investments *[note 2]*	**(736)**	105
Other income	**8,191**	4,041
	573,507	502,570
EXPENSES		
Selling, general and administrative *[note 11]*	**135,242**	107,991
Trailer fees	**161,959**	137,957
Investment dealer fees	**37,738**	36,722
Deferred sales commissions *[note 2]*	**8,507**	10,343
Amortization of intangibles	**2,293**	1,345
Interest *[note 4]*	**9,275**	5,356
Other	**2,337**	2,341
	357,351	302,055
Income before income taxes	**216,156**	200,515
Provision for income taxes		
Current	**56,934**	52,183
Deferred *[note 2]*	**93**	1,935
	57,027	54,118
Net income for the period	**159,129**	146,397
Net income (loss) attributable to non-controlling interests	**90**	(99)
Net income attributable to shareholders *[note 2]*	**159,039**	146,496
Other comprehensive income, net of tax *[note 2]*		
Unrealized gain on available-for-sale financial assets,		
net of income taxes [2017 - $503]	**—**	3,289
Reversal of gains to net income on available-for-sale financial assets		
net of income taxes [2017 - ($11)]	**—**	(73)
Exchange differences on translation of foreign operations	**128**	632
Total other comprehensive income, net of tax	**128**	3,848
Comprehensive income for the period	**159,257**	150,245
Comprehensive income (loss) attributable to non-controlling interests	**90**	(99)
Comprehensive income attributable to shareholders *[note 2]*	**159,167**	150,344
Basic earnings per share attributable to shareholders *[note 6(e)]*	**$0.59**	$0.55
Diluted earnings per share attributable to shareholders *[note 6(e)]*	**$0.59**	$0.55

(see accompanying notes)

CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY

For the three-month period ended March 31

[in thousands of Canadian dollars]	Share capital *[note 6(a)]* $	Contributed surplus $	Deficit *[note 2]* $	Accumulated other comprehensive income (loss) *[note 2]* $	Total shareholders' equity $	Non-controlling interests $	Total equity $
Balance, January 1, 2018	**2,360,257**	**22,058**	**(478,702)**	**(531)**	**1,903,082**	**2,478**	**1,905,560**
Comprehensive income (loss)	**—**	**—**	**159,039**	**128**	**159,167**	**90**	**159,257**
Dividends declared *[note 7]*	**—**	**—**	**(93,560)**	**—**	**(93,560)**	**—**	**(93,560)**
Shares repurchased, net of tax	**(43,022)**	**—**	**(108,781)**	**—**	**(151,803)**	**—**	**(151,803)**
Issuance *[note 5]*	**534**	**—**	**—**	**—**	**534**	**—**	**534**
Issuance of share capital for equity-based plans, net of tax	**1,735**	**(1,330)**	**—**	**—**	**405**	**—**	**405**
Compensation expense for equity-based plans, net of tax	**—**	**1,624**	**—**	**—**	**1,624**	**—**	**1,624**
Change during the period	**(40,753)**	**294**	**(43,302)**	**128**	**(83,633)**	**90**	**(83,543)**
Balance, March 31, 2018	**2,319,504**	**22,352**	**(522,004)**	**(403)**	**1,819,449**	**2,568**	**1,822,017**
Balance, January 1, 2017	1,885,066	18,062	(369,689)	9,148	1,542,587	2,633	1,545,220
Comprehensive income (loss)	—	—	146,496	3,848	150,344	(99)	150,245
Dividends declared *[note 7]*	—	—	(90,934)	—	(90,934)	—	(90,934)
Shares repurchased	(29,082)	—	(43,567)	—	(72,649)	—	(72,649)
Issuance *[note 5]*	1,824	—	—	—	1,824	—	1,824
Issuance of share capital for equity-based plans	805	(805)	—	—	—	—	—
Compensation expense for equity-based plans	—	2,455	—	—	2,455	—	2,455
Change during the period	(26,453)	1,650	11,995	3,848	(8,960)	(99)	(9,059)
Balance, March 31, 2017	1,858,613	19,712	(357,694)	12,996	1,533,627	2,534	1,536,161

(see accompanying notes)

CONSOLIDATED STATEMENTS OF CASH FLOWS (unaudited)

For the three-month period ended March 31

	2018	2017
[in thousands of Canadian dollars]	$	$
OPERATING ACTIVITIES (*)		
Net income	**159,129**	146,397
Add (deduct) items not involving cash		
Realized and unrealized loss (gain) on investments	**736**	(105)
Equity-based compensation	**2,120**	2,455
Amortization of intangibles	**2,293**	1,345
Amortization and depreciation of other	**2,560**	1,824
Deferred income taxes	**93**	1,935
Cash provided by operating activities before net change in operating assets and liabilities	**166,931**	153,851
Net change in operating assets and liabilities	**(86,454)**	(68,937)
Cash provided by operating activities	**80,477**	84,914
INVESTING ACTIVITIES		
Purchase of investments	**(823)**	(4,317)
Proceeds on sale of investments	**9,010**	987
Additions to capital assets	**(4,176)**	(3,352)
Increase in other assets	**(1,334)**	(1,811)
Additions to intangibles	**(941)**	(4,270)
Provision for other liabilities *[note 5]*	**(11,129)**	(13,617)
Cash used in investing activities	**(9,393)**	(26,380)
FINANCING ACTIVITIES		
Increase in long-term debt	**248,000**	106,000
Repurchase of share capital	**(155,608)**	(72,649)
Issuance of share capital	**405**	—
Dividends paid to shareholders	**(95,399)**	(91,519)
Cash used in financing activities	**(2,602)**	(58,168)
Net increase in cash and cash equivalents during the period	**68,482**	366
Cash and cash equivalents, beginning of period	**124,582**	117,899
Cash and cash equivalents, end of period	**193,064**	118,265
(*) Included in operating activities are the following:		
Interest paid	**9,274**	699
Income taxes paid	**68,458**	74,828

(see accompanying notes)

CI Financial Corp. ["CI"] is a publicly listed company (TSX: CIX) incorporated under the laws of the Province of Ontario and has its registered office and principal place of business located at 2 Queen Street East, Toronto, Ontario.

CI's primary business is the management and distribution of a broad range of financial products and services, including mutual funds, segregated funds, exchange-traded funds, financial planning, insurance, investment advice, wealth management and estate and succession planning.

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

These unaudited interim condensed consolidated financial statements of CI have been prepared in accordance with International Accounting Standard 34, *Interim Financial Reporting* ["IAS 34"] as issued by the International Accounting Standards Board ["IASB"] and on a basis consistent with the accounting policies disclosed in the annual audited consolidated financial statements for the year ended December 31, 2017.

These unaudited interim condensed consolidated financial statements were authorized for issuance by the Board of Directors of CI on May 10, 2018.

BASIS OF PRESENTATION

The unaudited interim condensed consolidated financial statements of CI have been prepared on a historical cost basis, except for certain financial instruments that have been measured at fair value. The unaudited interim condensed consolidated financial statements have been prepared on a going concern basis. CI's presentation currency is the Canadian dollar, which is CI's functional currency. The notes presented in these unaudited interim condensed consolidated financial statements include, in general, only significant changes and transactions occurring since CI's last year-end, and are not fully inclusive of all disclosures required by International Financial Reporting Standards ["IFRS"] for annual financial statements. These unaudited interim condensed consolidated financial statements should be read in conjunction with the annual audited consolidated financial statements, including the notes thereto, for the year ended December 31, 2017.

BASIS OF CONSOLIDATION

The unaudited interim condensed consolidated financial statements include the accounts of CI and all its subsidiaries on a consolidated basis after elimination of intercompany transactions and balances. Subsidiaries are entities over which CI has control, when CI has the power, directly or indirectly, to govern the financial and operating policies of an entity, is exposed to variable returns from its activities, and is able to use its power to affect such variable returns to which it is exposed.

CI's principal subsidiaries are as follows:

- CI Investments Inc. ["CI Investments"], Sentry Investments Corp. ["Sentry"], Assante Wealth Management (Canada) Ltd. ["AWM"], First Asset Capital Corp ["First Asset"], BBS Securities Inc. ["BBS"] and their respective subsidiaries.
- CI holds a controlling 65% interest in Marret Asset Management Inc. ["Marret"]. A non-controlling interest is recorded in the unaudited interim condensed consolidated statements of income and comprehensive income to reflect the non-

controlling interest's share of the income and comprehensive income, and a non-controlling interest is recorded within equity in the interim condensed consolidated statement of financial position to reflect the non-controlling interest's share of the net assets of Marret.

- CI holds a controlling 80% interest in Grant Samuel Funds Management ["GSFM"] and granted a put option to shareholders for the remaining 20% minority interest. CI considers the non-controlling interest in GSFM to have already been acquired and consolidates 100% of the income and comprehensive income in the consolidated statement of income and comprehensive income. GSFM has an interest in a joint arrangement classified as a joint operation. The unaudited interim condensed consolidated financial statements include GSFM's recognition of its share of the joint operation's assets, liabilities, income and comprehensive income.

Hereinafter, CI and its subsidiaries are referred to as CI.

2. NEW ACCOUNTING STANDARDS

[A] IFRS 15

Effective January 1, 2018, CI retrospectively adopted IFRS 15 R*evenue from Contracts with Customers* ["IFRS 15"]. IFRS 15 replaces prior guidance, including IAS 18 *Revenue*. The principles in IFRS 15 provide a more structured approach to measuring and recognizing revenue. The new guidance includes a five-step recognition and measurement approach, requirements for accounting of contract costs, and enhanced quantitative and qualitative disclosure requirements. Under IFRS 15, revenue is recognized at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer.

Prior to the adoption of IFRS 15, commissions paid on sales of deferred sales charge mutual funds were capitalized and amortized over the redemption period. CI has determined that these costs are within the scope of IFRS 15 and do not qualify as an incremental cost of acquiring its fund contracts. Accordingly, CI now recognizes the related sales commissions as an expense at the date incurred. The retrospective application of IFRS 15 resulted in the derecognition of previously recognized deferred sales commissions and the related deferred tax liability on CI's unaudited interim condensed consolidated statement of financial position of $153,644 as at January 1, 2018 ($202,811 as at January 1, 2017). CI will recognize sales commissions as an expense at the date incurred rather than deferring and recognizing over the redemption period. CI has assessed and determined that there are no other significant impacts resulting from the application of IFRS 15.

[B] IFRS 9

Effective January 1, 2018, CI retrospectively adopted IFRS 9 *Financial Instruments* ["IFRS 9"] replacing IAS 39 *Financial Instruments* ["IAS 39"]. IFRS 9 provides a new approach for the classification of financial assets, which shall be based on the cash flow characteristics of the asset and the business model of the portfolio in which the asset is held.

Under IFRS 9, financial assets are classified as either fair value through profit or loss ["FVPL"], fair value through other comprehensive income ["FVOCI"] or amortized cost and financial liabilities are categorized as either FVPL or amortized cost. For financial liabilities designated as fair value through profit or loss, IFRS 9 requires the presentation of the effects of changes in the liability's credit risk in other comprehensive income instead of net income. The application of IFRS 9 resulted in the reclassification of investments of $117,830 to FVPL as at January 1, 2018 which were previously classified as available-for-sale under IAS 39 as at December 31, 2017. CI recognized a decrease in opening deficit of $14,832 with a corresponding decrease in the opening accumulated other comprehensive income as at January 1, 2018. The classification of all other assets and liabilities are consistent with previous classification under IAS 39 with the exception that assets previously classified as loans and receivables and other liabilities under IAS 39 are now classified as amortized cost under IFRS 9.

Upon adoption of IFRS 9 on January 1, 2018, CI also applied amendments to IFRS 7 *Financial Instruments: Disclosures* and elected not to restate comparative information. Prior year comparative information has been presented in accordance with its previous accounting policy.

The following is the new accounting policy for financial assets under IFRS 9:

Financial assets are classified as fair value through profit or loss ["FVPL"] or amortized cost. Financial liabilities are classified as FVPL or other.

Financial instruments are recognized initially at fair value. Transaction costs that are directly attributable to the acquisition or issue of a financial instrument classified as other than at FVPL are added to the carrying amount of the asset or liability. Financial instruments classified as FVPL are carried at fair value in the consolidated statements of financial position and any gains or losses are recorded in net income in the period in which they arise. Financial instruments classified as FVPL include cash and cash equivalents, investments as well as contingent consideration included in provision for other liabilities.

Financial assets and liabilities classified as amortized cost are initially recognized at fair value and subsequently carried at amortized cost using the effective interest rate method. Such accounts include client and trust funds on deposit, accounts receivable, accounts payable and accrued liabilities, dividends payable, client and trust funds payable, provision for other liabilities and long-term debt.

Cash and cash equivalents

Cash and cash equivalents include cash on deposit, highly liquid investments and interest bearing deposits with original maturities of 90 days or less.

Client and trust funds

Client and trust funds on deposit include amounts representing cash held in trust with Canadian financial institutions for clients in respect of self-administered Registered Retirement Savings Plans and Registered Retirement Income Funds, and amounts received from clients for which the settlement date on the purchase of securities has not occurred or accounts in which the clients maintain a cash balance. Client and trust funds on deposit also include amounts for client transactions that are entered into on either a cash or margin basis and recorded on the trade date of the transaction. Amounts are due from clients on the settlement date of the transaction for cash accounts. For margin accounts, CI extends credit to a client for the purchase of securities, collateralized by the financial instruments in the client's account. Amounts loaned are limited by margin regulations of the Investment Industry Regulatory Organization of Canada ["IIROC"] and other regulatory authorities, and are subject to CI's credit review and daily monitoring procedures. The corresponding liabilities related to the above accounts and transactions are included in client and trust funds payable.

Investments

Investments include securities owned, at market, principally for the purpose of selling or repurchasing in the near term. Securities owned, at market, are classified as FVPL and are initially recognized on the consolidated statements of financial position at fair value with transaction costs expensed as incurred. Subsequent realized and unrealized gains and losses are included in administration fees income in the consolidated statements of income and comprehensive income in the period in which they arise. Securities transactions are recorded on a trade-date basis. Market value is based on quoted prices where an active market exists. For securities in non-active markets, market value is based on valuation techniques and management's best estimate of fair value.

Also included in investments are marketable securities which consist of CI's seed capital investments in CI mutual funds and strategic investments. Investments in marketable securities are measured at fair value and recognized on the trade date. Mutual fund securities are valued using the net asset value per unit of each fund. Realized and unrealized gains and losses are recognized using average cost. Realized and unrealized gains and losses are recorded in net income. Distributions from mutual fund securities are recorded as other income. Distributions that are reinvested increase the cost base of the mutual fund investments.

Impairment of financial assets

CI recognizes a loss allowance for expected credit losses on financial assets that are measured at amortized cost. At each reporting date, the loss allowance for the financial asset is measured at an amount equal to the lifetime expected credit losses if the credit risk on the financial asset has increased significantly since initial recognition. If at the reporting date, the financial asset has not increased significantly since initial recognition, the loss allowance is measured for the financial asset at an amount equal to twelve months of expected credit losses. For trade receivables, CI applies the simplified approach to providing for expected credit losses, which allows for the use of a lifetime expected loss provision. Impairment losses on financial assets carried at amortized cost are reversed in subsequent periods if the amount of the loss decreases and is related to an event occurring after the impairment was recognized.

March 31, 2018 and 2017 • [in thousands of dollars, except per share amounts]

[C] APPLICATION IMPACT OF IFRS 9 AND IFRS 15 ON FINANCIAL STATEMENTS:

The following table shows the impact of the application of IFRS 9 and IFRS 15 to deficit and accumulated other comprehensive income balances on the unaudited interim condensed consolidated statements of financial position:

	January 1, 2018	December 31, 2017	January 1, 2017
	$	$	$
Deficit prior to application of IFRS 9 and IFRS 15	(339,890)	(339,890)	(166,878)
Deferred sales commission	(205,478)	(205,478)	(272,699)
Deferred income taxes	51,834	51,834	69,888
Accumulated other comprehensive income	14,832	—	—
Total adjustment to deficit	(138,812)	(153,644)	(202,811)
Deficit subsequent to application of IFRS 9 and IFRS 15	(478,702)	(493,534)	(369,689)
Accumulated other comprehensive income prior to application of IFRS 9	14,301	14,301	9,148
Accumulated other comprehensive income	(14,832)	—	—
Accumulated other comprehensive income subsequent to application of IFRS 9	(531)	14,301	9,148

The comparative unaudited condensed consolidated statement of income and comprehensive income was not restated for the application of IFRS 9. The following table shows the impact of the application of IFRS 15 to the unaudited interim condensed consolidated statements of income and comprehensive income:

	Year ended December 31, 2017	3 months ended March 31, 2017
	$	$
Net income attributable to shareholders prior to application of IFRS 15	499,927	134,196
Amortization of deferred sales commissions	98,515	27,078
Deferred sales commissions paid	(31,295)	(10,343)
Deferred income taxes	(18,054)	(4,435)
Differences in net income	49,166	12,300
Net income attributable to shareholders subsequent to application of IFRS 15	549,093	146,496
Comprehensive income attributable to shareholders prior to application of IFRS 15	505,080	138,044
Differences in net income	49,166	12,300
Comprehensive income attributable to shareholders subsequent to application of IFRS 15	554,246	150,344

March 31, 2018 and 2017 • *[in thousands of dollars, except per share amounts]

The following table shows the impact of the application of IFRS 15 to the unaudited interim condensed consolidated statements of cash flow:

	Year ended December 31, 2017	**3 months ended March 31, 2017**
	$	$
Cash provided by operating activities prior to application of IFRS 15	612,403	95,257
Deferred sales commission paid	(31,295)	(10,343)
Cash provided by operating activities subsequent to application of IFRS 15	581,108	84,914
Cash used in investing activities prior to application of IFRS 15	(183,098)	(36,723)
Deferred sales commission paid	31,295	10,343
Cash used in investing activities subsequent to application of IFRS 15	(151,803)	(26,380)

3. BUSINESS ACQUISITION

Sentry Investments Corp.

On October 2, 2017, CI completed the acquisition of all outstanding shares of Sentry Investments Corp. and Sentry Investments Inc. [collectively "Sentry"], a Canadian asset management company, for total consideration of $807,607, in cash of $257,607 and CI common shares of $550,000. The acquisition was accounted for using the acquisition method of accounting and the results of operations have been consolidated from the date of the transaction.

Details of the net assets acquired as at October 2, 2017, at preliminary fair value, are as follows:

	$
Cash and cash equivalents	23,897
Accounts receivable and prepaid expenses	33,256
Investments	34,251
Capital assets	5,962
Management contracts	616,750
Income tax receivable	8,936
Accounts payable and accrued liabilities	(62,544)
Deferred lease inducements	(1,858)
Deferred tax	(161,943)
Fair value of identifiable net assets	496,707
Goodwill on acquisition	310,900
Total acquired cost	807,607

The acquired fund management contracts with a fair value of $616,750 include $612,750 that have an indefinite life and $4,000 with a finite life. The goodwill on acquisition is not deductible for income taxes. Goodwill of $310,900 relates to the Asset Management segment. The estimates for the fair values of the assets acquired and liabilities assumed are subject to refinement and therefore may be retroactively adjusted to reflect new information obtained about facts and circumstances that existed as at the acquisition date during the measurement period.

March 31, 2018 and 2017 • [in thousands of dollars, except per share amounts]

Details of the consideration as at the date of acquisition are as follows:

	$
Cash consideration, including amounts payable	257,607
Share consideration	550,000
Total consideration	807,607

Cash inflow on acquisition is as follows:

	$
Net cash acquired (included in cash flows from investing activities)	23,897
Transaction costs (included in cash flows from financing activities)	(158)
Net cash inflow on acquisition	23,739

BBS Securities Inc.

On November 1, 2017, CI completed the acquisition of all outstanding shares and debt obligations of BBS Securities Inc., and associated entities, including Pario Technology Corp. and Virtual Brokers Wealth Management Inc. [collectively, "BBS"], a financial technology company for $38,369, in cash of $11,169 and CI common shares of $27,200. The acquisition was accounted for using the acquisition method of accounting and the results of operations have been consolidated from the date of the transaction.

Details of the net assets acquired as at November 1, 2017, at preliminary fair value, are as follows:

	$
Cash and cash equivalents	5,589
Accounts receivable and prepaid expenses	18,861
Client and trust funds on deposit	112,091
Investments	50,805
Capital assets	778
Fund administration contracts	6,900
Intangible - technology	9,100
Deferred tax	(4,237)
Other assets	356
Accounts payable and accrued liabilities	(14,815)
Client and trust funds payable	(164,690)
Deferred lease inducement	(99)
Fair value of identifiable net assets	20,639
Goodwill on acquisition	17,730
Total acquired cost	38,369

March 31, 2018 and 2017 • [in thousands of dollars, except per share amounts]

The acquired fund administration contracts with a fair value of $6,900 have a finite life. The technology acquired has a fair value of $9,100 and an estimated useful life of 10 years. The goodwill on acquisition is not deductible for income taxes. Goodwill of $17,730 relates to the Asset Administration segment. The estimates for the fair values of the assets acquired and liabilities assumed are subject to refinement and therefore may be retroactively adjusted to reflect new information obtained about facts and circumstances that existed as at the acquisition date during the measurement period.

Details of the consideration as at the date of acquisition is as follows:

	$
Cash consideration, including amounts payable	11,169
Share consideration	27,200
Total consideration	38,369

Cash inflow on acquisition is as follows:

	$
Net cash acquired (included in cash flows from investing activities)	5,589
Transaction costs (included in cash flows from financing activities)	(46)
Net cash inflow on acquisition	5,543

4. LONG-TERM DEBT

Long-term debt consists of the following:

	As at March 31, 2018 $	**As at December 31, 2017 $**
Credit facility		
Banker's acceptances	**470,000**	222,000
	470,000	222,000
Debentures		
$450 million, 2.645% due December 7, 2020	**448,684**	448,568
$200 million, 2.775% due November 25, 2021	**199,107**	199,050
$250 million, 3.904% due September 27, 2027	**248,532**	248,501
	896,323	896,119
Long-term debt	**1,366,323**	1,118,119
Current portion of long-term debt	**470,000**	222,000

Credit facility

CI has a $700,000 revolving credit facility with two Canadian chartered banks. Loans are made by the banks under a three-year revolving credit facility, with the outstanding principal balance due upon maturity on December 11, 2018. The credit facility contains a number of financial covenants that require CI to meet certain financial ratios and financial condition tests. CI is within its financial covenants with respect to its credit facility, which requires that the funded debt to annualized EBITDA ratio remain below 2.5:1 and that CI's assets under management not fall below $85 billion, calculated based on a rolling 30-day average. There can be no assurance that future borrowings or equity financing will be available to CI or available on acceptable terms.

March 31, 2018 and 2017 • [in thousands of dollars, except per share amounts]

Debentures

On September 27, 2017, CI completed an offering pursuant to which it issued $250,000 principal amount of debentures due September 27, 2027 at par.

On February 2, 2017, CI entered into an interest rate swap agreement with a Canadian chartered bank to swap the semi-annual fixed rate payments on the debentures due November 25, 2021 for floating rate payments. As at March 31, 2018, the fair value of the interest rate swap agreement was an unrealized loss of $6,612 and is included in long-term debt in the unaudited interim condensed consolidated statements of financial position.

5. PROVISION FOR OTHER LIABILITIES AND CONTINGENCIES

CI is a party to a number of claims, proceedings and investigations, including legal, regulatory and tax, in the ordinary course of its business. Due to the inherent uncertainty involved in these matters, it is difficult to predict the final outcome or the amount and timing of any outflow related to such matters. Based on current information and consultations with advisors, CI does not expect the outcome of these matters, individually or in aggregate, to have a material adverse effect on its financial position or on its ability to continue normal business operations.

CI has made provisions based on current information and the probable resolution of such contingent consideration, claims, proceedings and investigations as well as for amounts payable in connection with business acquisitions and severance. The movement in amounts provided for contingent liabilities and related expenses during the three months ended March 31, 2018 and the year ended December 31, 2017, are as follows:

	3 months ended March 31, 2018	**Year ended December 31, 2017**
	$	**$**
Provision for other liabilities, beginning of period	**98,595**	85,309
Additions	**178**	73,244
Amounts used	**(36,514)**	(52,913)
Amounts reversed	**(668)**	(7,045)
Provision for other liabilities, end of period	**61,591**	98,595
Current portion of provision for other liabilities	**35,700**	61,210

Provision for other liabilities primarily include the following:

LITIGATION

CI is a defendant to certain lawsuits of which two are class action lawsuits related to events and transactions that gave rise to a settlement agreement with the Ontario Securities Commission ["OSC"] in 2004. Although CI continues to believe that this settlement fully compensated investors affected by frequent trading activity, a provision has been made based on the probable resolution of these claims and related expenses.

CI maintains insurance policies that may provide coverage against certain claims. Amounts receivable under these policies are not accrued for unless the realization of income is virtually certain. During the three months ended March 31, 2018, CI received insurance proceeds of nil, related to the settlement of legal claims [December 31, 2017 - nil]. As at March 31, 2018, CI has accrued $60 for amounts to be received under insurance policies [December 31, 2017 - $53] which is included in accounts receivable.

TAXATION

CI is subject to various uncertainties concerning the interpretation and application of Canadian tax laws. If tax authorities disagree with CI's application of such tax laws, CI's profitability and cash flows could be adversely affected. CI Investments is considered a large case file by the Canada Revenue Agency ["CRA"], and as such, is subject to audit each year. There is a significant lag between the end of a fiscal year and when such audits are completed. Therefore, at any given time, several years may be open for audit and/or adjustment. During 2017, CI recorded a current income tax expense of $45,000 as a provision for the settlement of outstanding notices of reassessment received for the years 2006 to 2008 ["NORs"]. During the three months ended March 31, 2018, CI reversed $1,466 related to the provision for the NORs. During 2017, the CRA returned $120,756 from deposits placed with the CRA in 2015 and returned $6,333 during the three months ended March 31, 2018. Included in accounts receivable and prepaid expenses as at March 31, 2018 is the remaining provision of $2,262 [December 31, 2017 - $7,130]. Included in provision for other liabilities as at March 31, 2018, is a legal provision of $22 related to this matter [December 31, 2017 - $27].

PUT OPTION AND CONTINGENT CONSIDERATION

Included in provision for other liabilities as at March 31, 2018, is a provision for the fair value of the put option granted to minority interest shareholders for the acquisition of GSFM of $16,892, including foreign exchange translation adjustments [December 31, 2017 - $16,742].

During the three months ended March 31, 2018, CI made payments of $11,663 [cash - $11,129 and shares - $534], respectively, related to contingent consideration that was payable for the First Asset acquisition [three months ended March 31, 2017 - payments of $13,617 [cash - $11,793 and shares - $1,824, respectively]. As at March 31, 2018, all contingent consideration related to this acquisition has been paid [December 31, 2017 - provision for other liabilities of $11,603].

RESTRUCTURING

During the year ended December 31, 2017, CI recorded provisions of $39,000, primarily for restructuring, integration and legal costs related to the acquisition of Sentry and BBS. As at March 31, 2018, a provision of $13,595 remains [December 31, 2017, a provision of $29,776].

REMEDIATION

In 2015, CI Investments discovered an administrative error and recorded a provision of $10,750, net of recoveries for the cost to remediate. As at March 31, 2018, a net recovery of $480 remains [December 31, 2017 - $480].

6. SHARE CAPITAL

A summary of the changes to CI's share capital for the period is as follows:

[A] AUTHORIZED AND ISSUED

	Number of shares *[in thousands]*	Stated value $
Authorized		
An unlimited number of common shares of CI		
Issued		
Common shares, balance, December 31, 2016	**265,302**	**1,885,066**
Issuance for acquisition of subsidiary, net of issuance costs	21,276	579,186
Issuance of share capital on exercise of share options	96	1,835
Issuance of share capital on vesting of restricted share units	120	2,419
Share repurchases, net of tax	(14,910)	(108,249)
Common shares, balance, December 31, 2017	**271,884**	**2,360,257**
Issuance for acquisition of subsidiary	17	534
Issuance of share capital on exercise of share options	58	1,700
Issuance of share capital on vesting of restricted share units	2	35
Share repurchases, net of tax	(5,400)	(43,022)
Common shares, balance, March 31, 2018	**266,561**	**2,319,504**

[B] EMPLOYEE INCENTIVE SHARE OPTION PLAN

CI has an employee incentive share option plan [the "Share Option Plan"], as amended and restated, for the executives and key employees of CI. CI granted 78 thousand options during the three months ended March 31, 2018 [three months ended March 31, 2017 - 304 thousand and 295 thousand options]. The fair value method of accounting is used for the valuation of the 2018 and 2017 share option grants. Compensation expense is recognized over the applicable vesting periods, assuming an estimated average forfeiture rate of 0% for the options issued during the three months ended March 31, 2018, [three months ended March 31, 2017 - 0%], with an offset to contributed surplus. When exercised, amounts originally recorded against contributed surplus as well as any consideration paid by the option holder are credited to share capital. The fair value of the 2018 and 2017 option grants was estimated using the Black-Scholes option-pricing model with the following weighted average assumptions:

Year of grant	**2018**	**2017**	**2017**
# of options granted [in thousands]	78	304	295
Vesting terms	1/3 at end of each year	1/3 at end of each year	1/2 at end of each year
Dividend yield	5.044% - 5.085%	5.238% - 5.337%	5.238% - 5.268%
Expected volatility *(*)*	16%	16%	16%
Risk-free interest rate	2.285% - 2.363%	1.189% - 1.293%	1.189% - 1.229%
Expected life [years]	2.9 - 3.7	2.7 - 3.6	2.7 - 3.0
Forfeiture rate	0%	0%	0%
Fair value per stock option	$2.23 - $2.45	$1.88 - $2.04	$1.88 - $1.94
Exercise price	$28.67	$27.44	$27.44

(*) Based on historical volatility of CI's share price.

A summary of the changes in the Share Option Plan is as follows:

	Number of options *[in thousands]*	**Weighted average exercise price** $
Options outstanding, December 31, 2016	**8,640**	**31.44**
Options exercisable, December 31, 2016	**3,721**	**31.46**
Options granted	599	27.44
Options exercised (*)	(875)	25.07
Options cancelled	(291)	31.30
Options outstanding, December 31, 2017	**8,073**	**31.84**
Options exercisable, December 31, 2017	**5,014**	**33.03**
Options granted	78	28.67
Options exercised (*)	(609)	27.42
Options cancelled	(127)	33.23
Options outstanding, March 31, 2018	**7,415**	**32.15**
Options exercisable, March 31, 2018	**6,105**	**32.88**

(*) Weighted average share price of options exercised was $29.54 during the three months ended March 31, 2018 [year ended December 31, 2017 - $28.54]

Options outstanding and exercisable as at March 31, 2018 are as follows:

Exercise price $	**Number of options outstanding** *[in thousands]*	**Weighted average remaining contractual life** *[years]*	**Number of options exercisable** *[in thousands]*
27.44	545	3.9	195
28.63	2,265	2.9	1,456
28.67	78	4.9	—
30.27	125	0.2	125
33.96	2,421	1.9	2,421
34.52	229	1.2	229
35.60	1,532	0.9	1,532
35.88	220	2.0	147
27.44 to 35.88	**7,415**	**2.2**	**6,105**

[C] RESTRICTED SHARE UNITS

CI has an employee restricted share unit plan [the "RSU Plan"] for senior executives and other key employees. Compensation expense is recognized and recorded as contributed surplus based upon the market value of the restricted share units ["RSUs"] at the grant date. Forfeitures of RSUs reduce compensation expense to the extent contributed surplus was previously recorded for such awards. On vesting of RSUs, share capital is credited for the amounts initially recorded as contributed surplus to reflect the issuance of share capital.

During the three months ended March 31, 2018, CI granted 541 thousand RSUs [three months ended March 31, 2017 - 493 thousand RSUs]. An additional 6 thousand RSUs were granted to reflect dividends declared on the common shares [three months ended March 31, 2017 - 2 thousand RSUs]. During the three months ended March 31, 2018, 2 thousand RSUs vested and 0.1 thousand RSUs were forfeited [three months ended March 31, 2017 - nil vested and nil forfeited]. As at March 31, 2018, 938 thousand RSUs are outstanding [December 31, 2017 - 393 thousand RSUs].

CI credited contributed surplus for $1,860 related to compensation expense recognized for the RSUs during the three months ended March 31, 2018 [three months ended March 31, 2017 - $1,787].

CI uses a Trust to hold CI's common shares, to fulfill obligations to employees arising from the RSU Plan. During the three months ended March 31, 2018, 500 thousand common shares of CI were purchased at a cost of $14,360 [$10,555 net of tax] on the open market of the TSX by the trustee for the purposes of funding the RSU Plan. The common shares held by the Trust are not considered to be outstanding for the purposes of basic and diluted earnings per share calculations.

[D] DEFERRED SHARE UNITS

The deferred share unit plan ["DSU Plan"] was established in March 2017, whereby, directors may elect to receive all or a portion of their quarterly compensation in either cash or deferred share units ["DSUs"]. The DSUs fully vest on the grant date and an expense is recorded based upon the market value of the DSUs at the grant date. DSUs can only be redeemed for cash once the holder ceases to be a director of CI. During the three months ended March 31, 2018, 26 thousand DSUs were granted [three months ended March 31, 2017 - 4 thousand DSUs] and an expense of $730 was recorded [three months ended March 31, 2017 - $110] with an offsetting amount included in accounts payable and accrued liabilities.

[E] BASIC AND DILUTED EARNINGS PER SHARE

The following table presents the calculation of basic and diluted earnings per common share for the three months ended March 31:

[in thousands]	**3 months ended March 31, 2018**	**3 months ended March 31, 2017**
Numerator:		
Net income attributable to shareholders of the Company basic and diluted	**$159,039**	$146,496
Denominator:		
Weighted average number of common shares - basic	**269,649**	264,448
Weighted average effect of dilutive stock options and RSU awards *(*)*	**321**	84
Weighted average number of common shares - diluted	**269,970**	264,532
Net earnings per common share attributable to shareholders		
Basic	**$0.59**	$0.55
Diluted	**$0.59**	$0.55

(*) The determination of the weighted average number of common shares - diluted excludes 6,870 thousand shares related to stock options that were anti-dilutive for the three months ended March 31, 2018 [three months ended March 31, 2017 - 7,836 thousand shares].

The following table presents the maximum number of shares that would be outstanding if all the outstanding options were exercised and if all RSU awards vested as at April 30, 2018:

[in thousands]	
Shares outstanding at April 30, 2018	265,276
RSU Awards	943
Options to purchase shares	7,388
	273,607

March 31, 2018 and 2017 • [in thousands of dollars, except per share amounts]

7. DIVIDENDS

The following dividends were paid by CI during the three months ended March 31, 2018:

Record date	Payment date	Cash dividend per share $	Total dividend amount $
December 31, 2017	January 15, 2018	0.1175	31,957
January 31, 2018	February 15, 2018	0.1175	31,736
February 28, 2018	March 15, 2018	0.1175	31,706
Paid during the three months ended March 31, 2018			95,399

The following dividends were declared but not paid during the three months ended March 31, 2018:

Record date	Payment date	Cash dividend per share $	Total dividend amount $
March 31, 2018	April 13, 2018	0.1175	31,380
April 30, 2018	May 15, 2018	0.1175	31,379
Declared and accrued as at March 31, 2018			62,759

The following dividends were paid by CI during the three months ended March 31, 2017:

Record date	Payment date	Cash dividend per share $	Total dividend amount $
December 31, 2016	January 13, 2017	0.115	30,587
January 31, 2017	February 15, 2017	0.115	30,504
February 28, 2017	March 15, 2017	0.115	30,428
Paid during the three months ended March 31, 2017			91,519

The following dividends were declared but not paid during the three months ended March 31, 2017:

Record date	Payment date	Cash dividend per share $	Total dividend amount $
March 31, 2017	April 13, 2017	0.115	30,215
April 30, 2017	May 15, 2017	0.115	30,215
Declared and accrued as at March 31, 2017			60,430

On May 10, 2018, the Board of Directors declared monthly cash dividends of $0.1175 per share payable on June 15, July 13 and August 15, 2018 to shareholders of record on May 31, June 30 and July 31, 2018, respectively.

8. FINANCIAL INSTRUMENTS

Financial assets are classified as FVPL, FVOCI and amortized cost. Financial liabilities are classified as FVPL or amortized cost.

Financial instruments are recognized initially at fair value. Transaction costs that are directly attributable to the acquisition or issue of a financial instrument classified as other than at FVPL are added to the carrying amount of the asset or liability.

CI uses valuation techniques to determine the fair value of financial instruments where active market quotes are not available. This involves developing estimates and assumptions consistent with how market participants would price the instrument. CI bases its assumptions on observable data as far as possible but this is not always available. In that case management uses the best information available.

All assets and liabilities for which fair value is measured or disclosed in the unaudited interim condensed consolidated financial statements are categorized within the fair value hierarchy, described as follows, based on the lowest Level input that is significant to the fair value measurement as a whole:

- Level 1 - valuation based on quoted prices (unadjusted) observed in active markets for identical assets or liabilities.
- Level 2 - valuation techniques based on inputs that are quoted prices of similar instruments in active markets; quoted prices for identical or similar instruments in markets that are not active; inputs other than quoted prices used in a valuation model that are observable for that instrument; and inputs that are derived from or corroborated by observable market data by correlation or other means.
- Level 3 - valuation techniques with significant unobservable market inputs.

March 31, 2018 and 2017 • [in thousands of dollars, except per share amounts]

The carrying amounts of the financial instruments are presented in the table below and are classified according to the following categories:

	As at March 31, 2018 $	As at December 31, 2017 $
Financial assets		
Fair value through profit or loss		
Cash and cash equivalents	**193,064**	124,582
Investments *[note 2]*	**201,085**	83,080
Amortized cost		
Client and trust funds on deposit	**361,158**	327,733
Accounts receivable	**212,664**	222,488
Other assets	**23,344**	23,354
Fair value through other comprehensive income		
Investments *[note 2]*	**—**	117,830
Total financial assets	**991,315**	899,067
Financial liabilities		
Fair value through profit or loss		
Provision for other liabilities	**16,892**	28,345
Amortized cost		
Accounts payable and accrued liabilities	**217,305**	282,490
Provision for other liabilities	**44,699**	70,249
Dividends payable	**62,759**	64,598
Client and trust funds payable	**423,993**	375,647
Long-term debt	**1,366,323**	1,118,119
Total financial liabilities	**2,131,971**	1,939,448

CI's investments at March 31, 2018 and December 31, 2017 include CI's marketable securities which are comprised of seed capital investments in CI's mutual funds and strategic investments. Mutual fund securities are valued using the net asset value per unit of each fund, which represents the underlying net assets at fair values determined using closing market prices. CI's mutual fund securities that are valued daily are classified as Level 1 in the fair value hierarchy. Mutual fund securities and strategic investments that are valued less frequently are classified as Level 2 in the fair value hierarchy. CI's investments at March 31, 2018, also include securities owed, at market, consisting of money market, equity securities and bonds. Money market and equity securities are valued based on quoted prices and are classified as Level 1 in the fair value hierarchy. Bonds are valued using a market comparison technique to fair value these instruments using observable broker quotes and are classified as Level 2 in the fair value hierarchy. There have been no transfers between Level 1 and Level 2 during the period.

March 31, 2018 and 2017 • [in thousands of dollars, except per share amounts]

Investments consist of the following as at March 31, 2018:

	Total	Level 1	Level 2
	$	$	$
Marketable securities	136,339	60,812	75,527
Total securities owned, at market	64,746	64,500	246
Total investments	201,085	125,312	75,773

Investments consist of the following as at December 31, 2017:

	Total	Level 1	Level 2
	$	$	$
Marketable securities	145,262	69,901	75,361
Total securities owned, at market	55,648	55,268	380
Total investments	200,910	125,169	75,741

Included in provision for other liabilities, as at March 31, 2018 is contingent consideration of nil [December 31, 2017 - $11,603] and put option payable on non-controlling interest of $16,892 [December 31, 2017 - $16,742] carried at fair value and classified as Level 3 in the fair value hierarchy. Long-term debt as at March 31, 2018, includes debentures with a fair value of $902,259 [December 31, 2017 - $906,418], as determined by quoted market prices which have been classified as Level 1 in the fair value hierarchy.

9. CAPITAL MANAGEMENT

CI's objectives in managing capital are to maintain a capital structure that allows CI to meet its growth strategies and build long-term shareholder value, while satisfying its financial obligations and meeting its long-term debt covenants. CI's capital is comprised of shareholders' equity and long-term debt (including the current portion of long-term debt).

CI and its subsidiaries are subject to minimum regulatory capital requirements whereby sufficient cash and other liquid assets must be on hand to maintain capital requirements rather than using them in connection with its business. As at March 31, 2018, cash and cash equivalents of $15,231 [December 31, 2017 - $12,124] was required to be on hand for regulatory capital maintenance. Failure to maintain required regulatory capital by CI may result in fines, suspension or revocation of registration by the relevant securities regulator. CI from time to time provides loans to its subsidiaries for operating purposes and may choose to subordinate these loans in favour of general creditors. The repayment of subordinated loans is subject to regulatory approval. As at March 31, 2018 and December 31, 2017, CI met its capital requirements.

March 31, 2018 and 2017 • [in thousands of dollars, except per share amounts]

CI's capital consists of the following:

	As at March 31, 2018 $	As at December 31, 2017 $
Shareholders' equity	**1,819,449**	1,903,082
Long-term debt	**1,366,323**	1,118,119
Total capital	**3,185,772**	3,021,201

March 31, 2018 and 2017 • *[in thousands of dollars, except per share amounts]

10. SEGMENTED INFORMATION

CI has two reportable segments: asset management and asset administration. These segments reflect CI's internal financial reporting and performance measurement.

The asset management segment includes the operating results and financial position of CI Investments, Sentry, CI Private Counsel LP, First Asset, GSFM and Marret, which derive their revenues principally from the fees earned on the management of several families of mutual funds, segregated funds and exchange-traded funds.

The asset administration segment includes the operating results and financial position of BBS and AWM and its subsidiaries, including Assante Capital Management Ltd. and Assante Financial Management Ltd. These companies derive their revenues principally from commissions and fees earned on the sale of mutual funds and other financial products, and ongoing service to clients.

Segmented information for the three-month period ended March 31, 2018 is as follows:

	Asset Management	Asset Administration	Intersegment eliminations	Total
	$	$	$	$
Management fees	**513,728**	**—**	**—**	**513,728**
Administration fees	**—**	**92,003**	**(43,903)**	**48,100**
Other revenue	**3,585**	**8,094**	**—**	**11,679**
Total revenue	**517,313**	**100,097**	**(43,903)**	**573,507**
Selling, general and administrative	**110,727**	**24,515**	**—**	**135,242**
Trailer fees	**170,027**	**—**	**(8,068)**	**161,959**
Investment dealer fees	**—**	**73,179**	**(35,441)**	**37,738**
Deferred sales commissions	**8,901**	**—**	**(394)**	**8,507**
Amortization of intangibles	**1,391**	**902**	**—**	**2,293**
Other expenses	**2,326**	**11**	**—**	**2,337**
Total expenses	**293,372**	**98,607**	**(43,903)**	**348,076**
Income before income taxes and non-segmented items	**223,941**	**1,490**	**—**	**225,431**
Interest expense				**(9,275)**
Provision for income taxes				**(57,027)**
Net income for the period				**159,129**
Identifiable assets	**565,583**	**583,265**	**—**	**1,148,848**
Indefinite life intangibles				
Goodwill	**1,311,270**	**210,312**	**—**	**1,521,582**
Fund contracts	**1,779,957**	**—**	**—**	**1,779,957**
Total assets	**3,656,810**	**793,577**	**—**	**4,450,387**

March 31, 2018 and 2017 • [in thousands of dollars, except per share amounts]

Segmented information for the three-month period ended March 31, 2017 is as follows:

	Asset Management $	Asset Administration $	Intersegment eliminations $	Total $
Management fees	449,495	—	—	449,495
Administration fees	—	84,980	(40,362)	44,618
Other revenue	2,384	6,073	—	8,457
Total revenue	451,879	91,053	(40,362)	502,570
Selling, general and administrative	88,296	19,695	—	107,991
Trailer fees	144,789	—	(6,832)	137,957
Investment dealer fees	—	69,832	(33,110)	36,722
Deferred sales commissions	10,763	—	(420)	10,343
Amortization of intangibles	753	592	—	1,345
Other expenses	2,317	24	—	2,341
Total expenses	246,918	90,143	(40,362)	296,699
Income before income taxes and non-segmented items	204,961	910	—	205,871
Interest expense				(5,356)
Provision for income taxes				(54,118)
Net income for the period				146,397
As at December 31, 2017				
Identifiable assets	511,436	532,543	—	1,043,979
Indefinite life intangibles				
Goodwill	1,311,006	210,312	—	1,521,318
Fund contracts	1,779,957	—	—	1,779,957
Total assets	3,602,399	742,855	—	4,345,254

11. SELLING, GENERAL AND ADMINISTRATIVE

Included in selling, general and administrative expenses [“SG&A”] are salaries and benefits of $72,303 for the three months ended March 31, 2018 [three months ended March 31, 2017 - $57,249]. Also included in SG&A is depreciation of capital assets of $2,354 for the three months ended March 31, 2018 [three months ended March 31, 2017 - $1,637]. Other SG&A of $60,585 for the three months ended March 31, 2018, primarily includes marketing, lease and information technology expenses as well as professional and regulatory fees [three months ended March 31, 2017 - $49,105].