



IGM FINANCIAL Scotia Capital Financials Summit

September 7, 2011

STRENGTH | FOCUS | GROWTH



Caution Concerning Forward Looking Statements

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

This information is based upon certain material factors or assumptions that were applied in drawing a conclusion or making a forecast or projection as reflected in the forward-looking statements, including the perception of historical trends, current conditions and expected future developments, as well as other factors that are believed to be appropriate in the circumstances.

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

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

The reader is cautioned that the foregoing list of factors is not exhaustive of the factors that may affect any of the Company's forward-looking statements. The reader is also cautioned to consider these and other factors, uncertainties and potential events carefully and not place undue reliance on forward-looking statements. Other than as specifically required by law, the Company undertakes no obligation to update any forward-looking statements to reflect events or circumstances after the date on which such statements are made, or to reflect the occurrence of unanticipated events, whether as a result of new information, future events or results, or otherwise.

Additional information about the risks and uncertainties of the Company's business is provided in its disclosure materials filed with the securities regulatory authorities in Canada, available at www.sedar.com.

Non-IFRS Financial Measures

- Net earnings available to common shareholders, which is a financial measure in accordance with IFRS, may be divided into two components consisting of:
 - Operating earnings available to common shareholders; and
 - Other items, which include the after-tax impact of any item that management considers to be of a non-recurring nature or that could make the period-over-period comparison of results from operations less meaningful.
- This report may also contain non-IFRS financial measures. Non-IFRS financial measures are used to provide management and investors with additional measures of performance. However, we caution that non-IFRS financial measures do not have standard meanings prescribed by IFRS and are not directly comparable to similar measures used by other companies. Specific instances of such measures that may be referred to within this document include “Operating Earnings”, “Operating Earnings per Share” and “Earnings before Interest and Taxes”.
- We refer you to the appropriate reconciliation in the Management’s Discussion and Analysis of these non-IFRS financial measures to measures prescribed by IFRS.

IGM Financial Public Disclosures

Please refer to the following documents relating to IGM Financial for a more comprehensive summary of the corporation's business and results:

- Interim reports for the quarters ended March 31, 2011 and June 30, 2011
- 2010 Annual Report
- 2010 Annual Information Form
- Press releases subsequent to June 30, 2011

These documents are available on the Company's website at www.igmfinancial.com and/or at www.sedar.com.

- 1. Overview**

2. Value of Advice

3. Investors Group

4. Mackenzie Investments

5. Summary

Overview

- ◆ ***IGM Financial manufactures and distributes financial products and services through its subsidiaries.***
 - Listed on TSX as ticker “IGM”
 - Market Capitalization of \$11.3 billion ^{1,4}
 - Float of \$4.5 billion ¹
 - Dividend yield of 4.92% ¹
 - Largest long term mutual fund manager in Canada,² with \$107 billion in mutual fund AUM and \$128 billion in total AUM.³
 - Broad and diversified distribution, with an emphasis on financial advisors.
 - Part of the Power Financial group of companies, which includes Great West Life, London Life, Canada Life and Putnam Investments.

1. At August 30, 2011

2. Ranked according to long term mutual fund assets under management per IFIC (as at June 30, 2011)

3. At July 31, 2011

4. Fourth largest global asset manager as measured by market capitalization

Operating Companies

- ◆ *IGM Financial operates through three subsidiaries and has total assets under management of approximately \$128 billion.*²

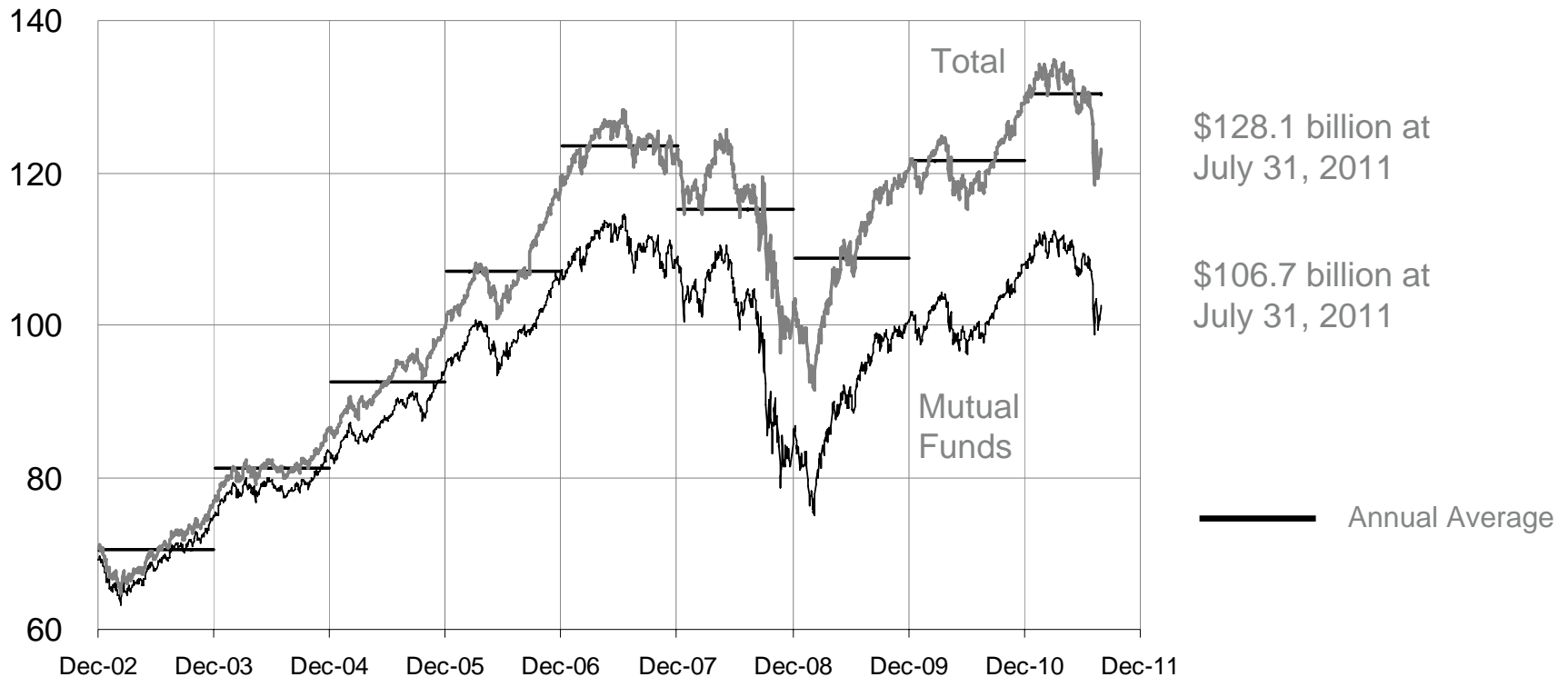


Core Businesses	Financial planning & investment management	Investment management	Financial planning & investment management
Distribution	>4,500 exclusive Investors Group financial planners ³	Third party retail (>30,000 planners) and institutional	~900 financial planners ³ (including PIP acquisition in late 2010)
Assets Under Management	\$60.9 billion ²	\$68.0 billion ²	\$2.8 billion ²
Assets Under Administration ¹	\$64.3 billion ³	N/A	\$17.6 billion ³
Products & Services	The Plan™, mutual funds, insurance, securities, mortgages, SolutionsBanking™	Mutual funds, asset allocation programs, institutional pools, strategic charitable giving, separately managed accounts	Financial planning, mutual funds, insurance, securities, banking

IGM Financial Assets Under Management

- ◆ *IGM Financial has experienced growth in both mutual fund and institutional mandates, and currently has \$128 billion in assets under management.*

IGM Financial Assets Under Management (\$ Billions)



1. Includes institutional assets of the Cundill Group effective September 22, 2006 (\$3.3 billion at time of acquisition).
2. Includes assets of Saxon effective September 25, 2008 (\$1.8 billion in mutual funds and \$10.4 billion in institutional).
3. Chart reflects actuals to August 30, 2011

1. Overview

2. Value of Advice

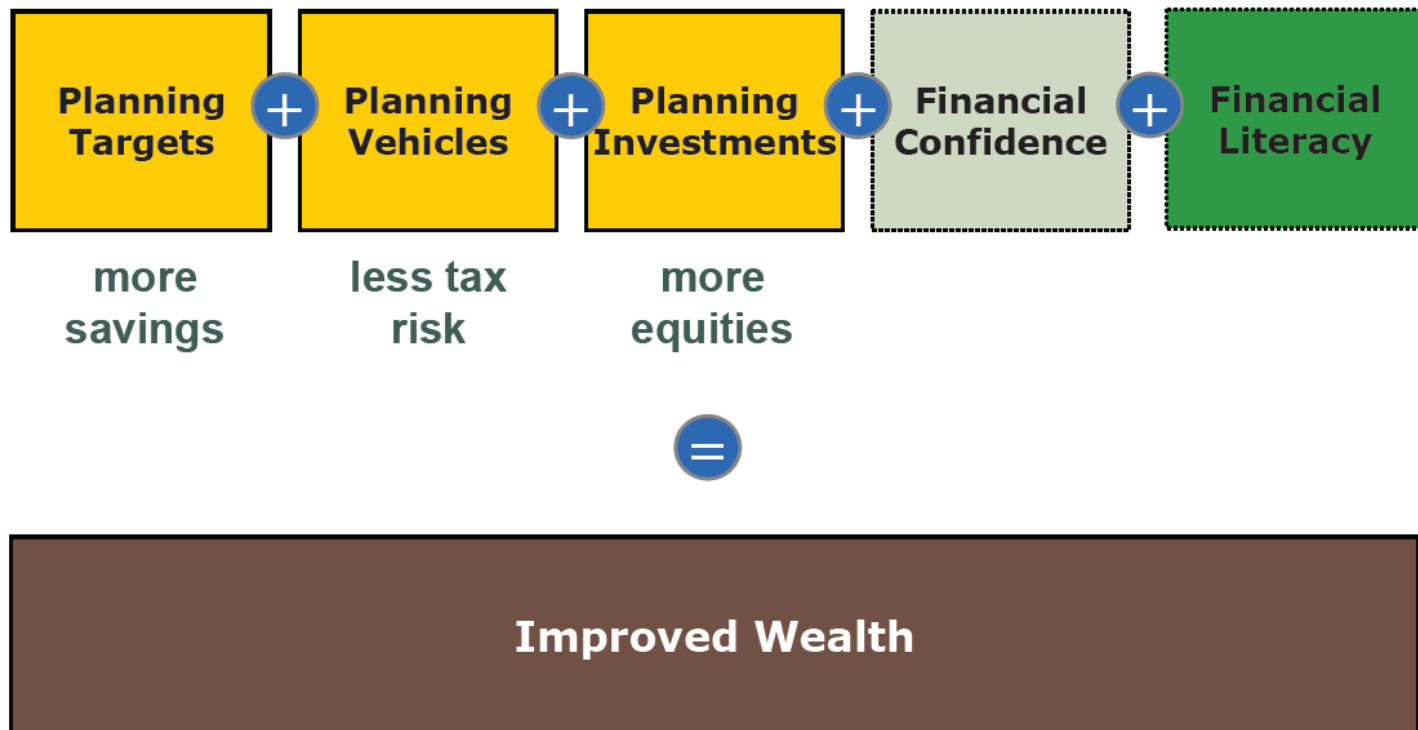
3. Investors Group

4. Mackenzie Investments

5. Summary

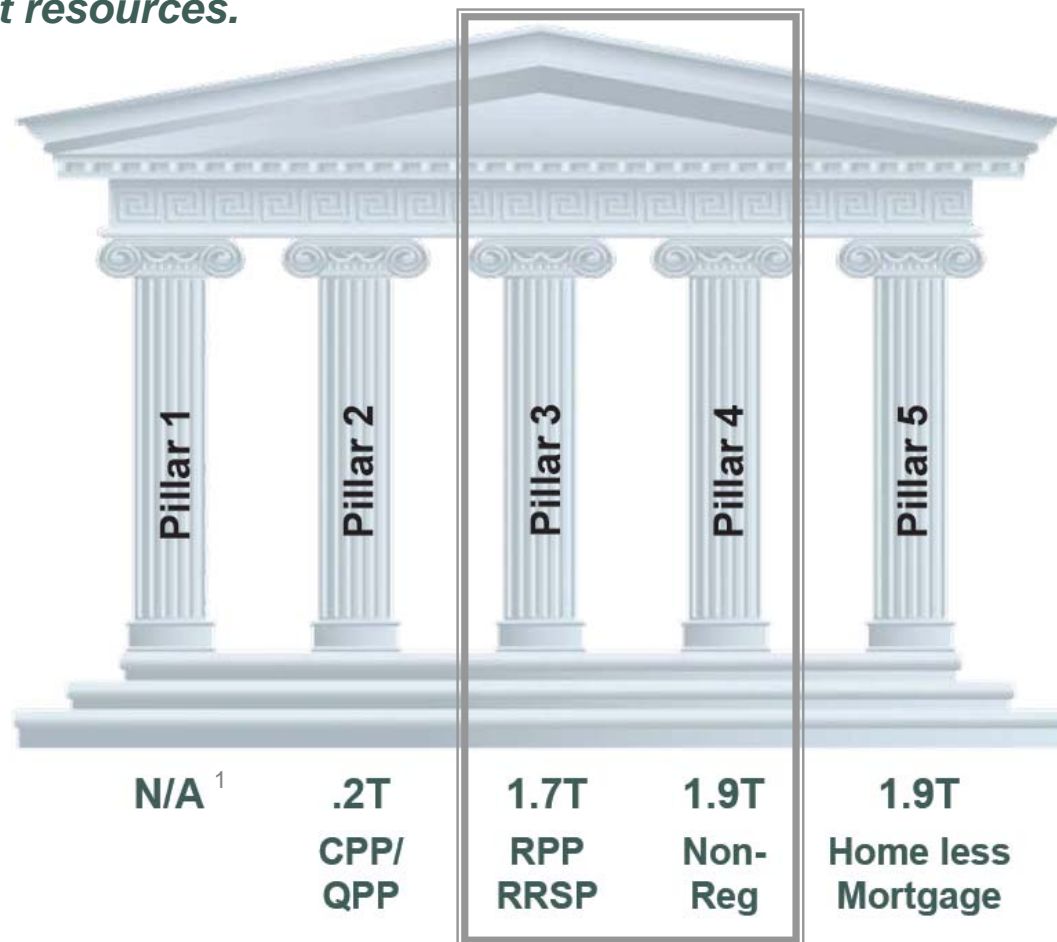
Financial Advice – Components of Value

- ◆ *Three key areas of planning are encouraged by financial advisors and help Canadians increase net worth.*



Five Pillars of Retirement Resources

- ◆ *IGM Financial has encouraged research and discussion concerning the Canadian retirement system, including full consideration of all five pillars of retirement resources.*

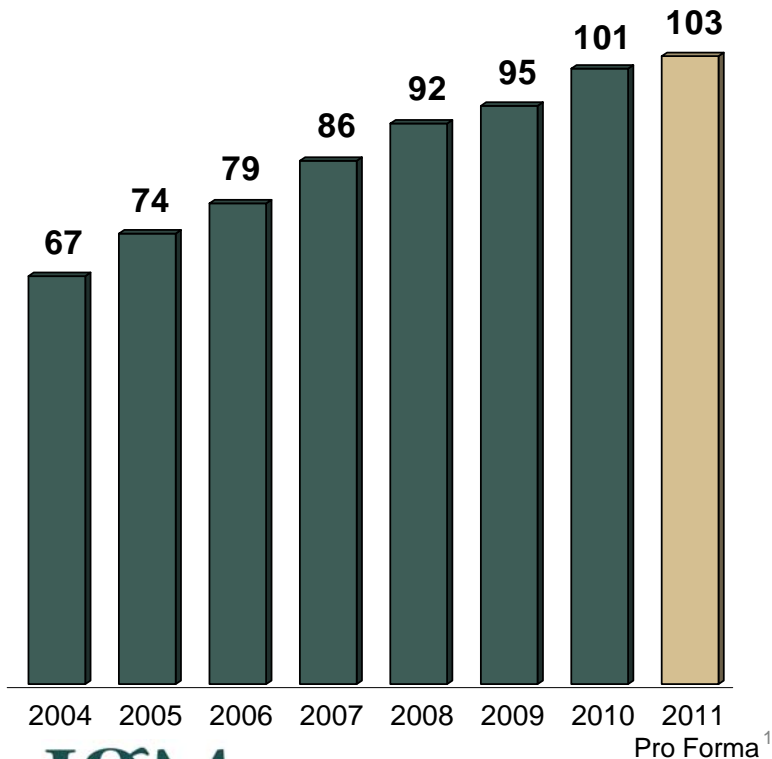


1. Overview
2. Value of Advice
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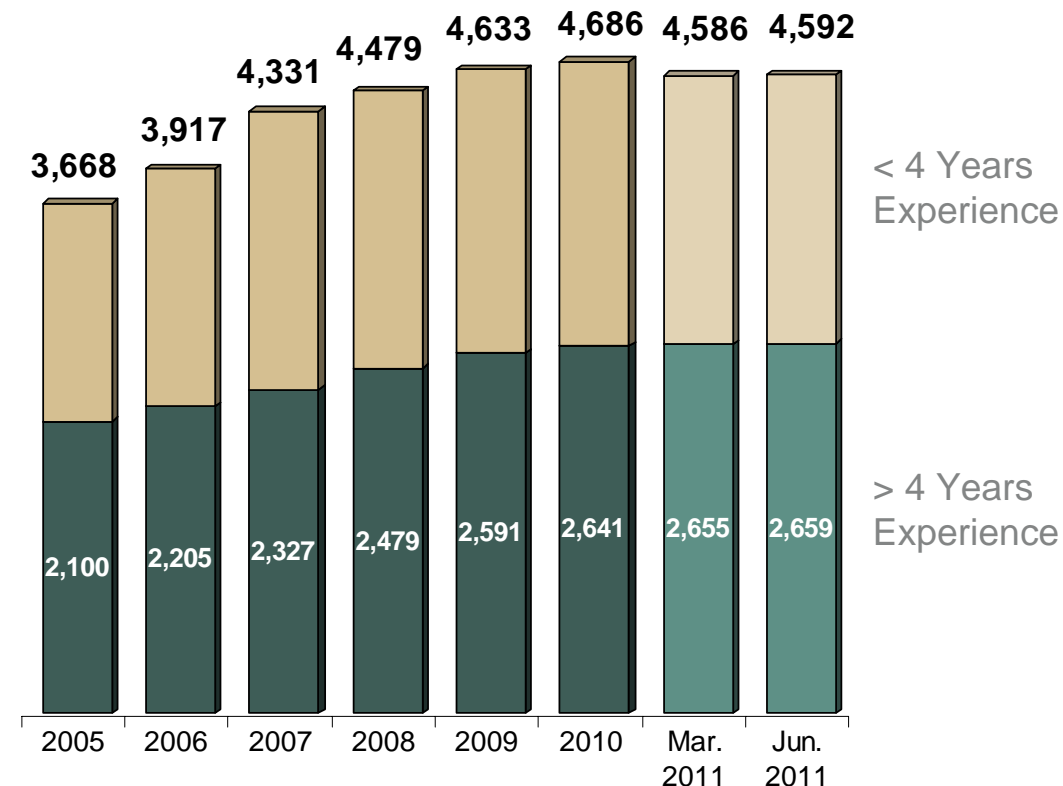
Investors Group Consultant Network Growth

- ◆ *The number of Investors Group Region Offices has grown 54% since 2004, supporting the continued growth of the Investors Group Consultant Network.*

Investors Group Region Offices
As at December 31



Investors Group Consultants
As at December 31
(unless otherwise indicated)

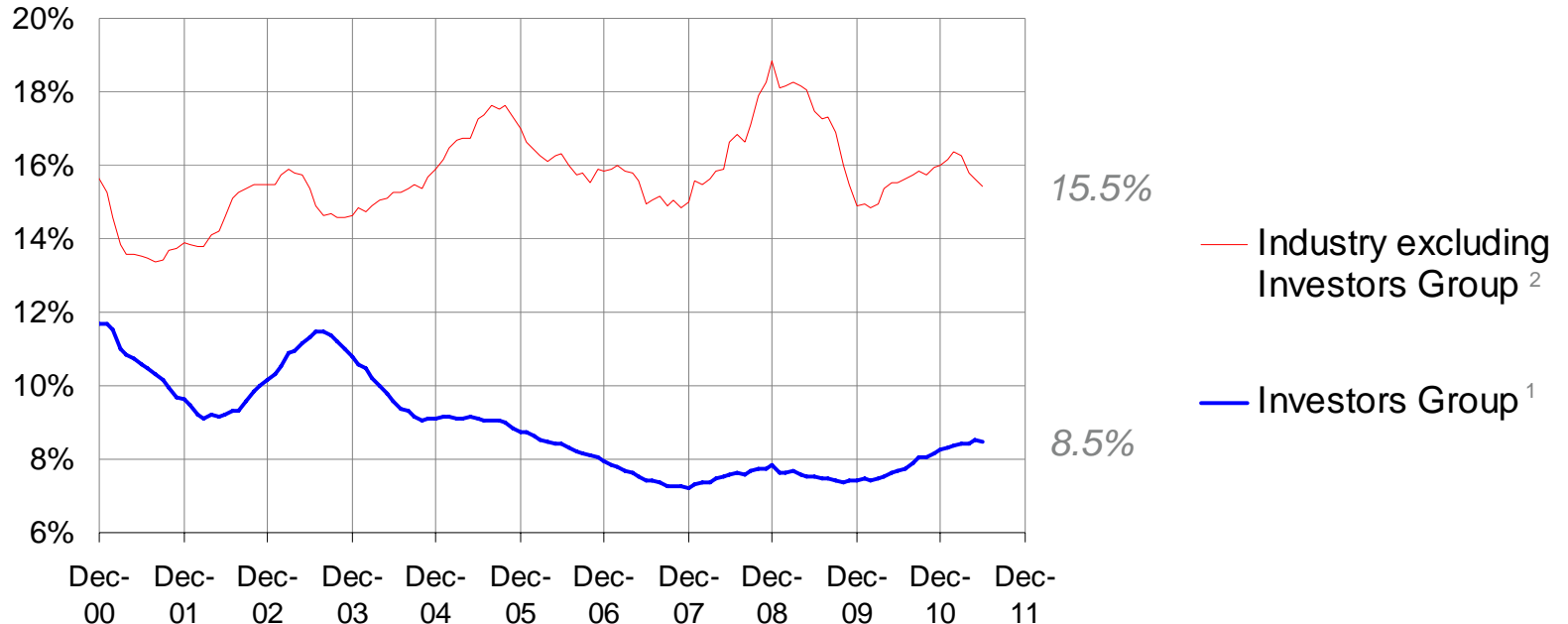


1. Includes two new Region Office openings, Drummondville Quebec and London Ontario, announced to date during 2011.

Investors Group Mutual Fund Redemption Rate

- Driven by strong retention of Consultants and clients, Investors Group continues to experience a long term mutual fund redemption rate that is approximately half the industry average.

Redemption Rate on Long Term Mutual Funds (Last Twelve Month Trailing % of Average Assets Under Management)



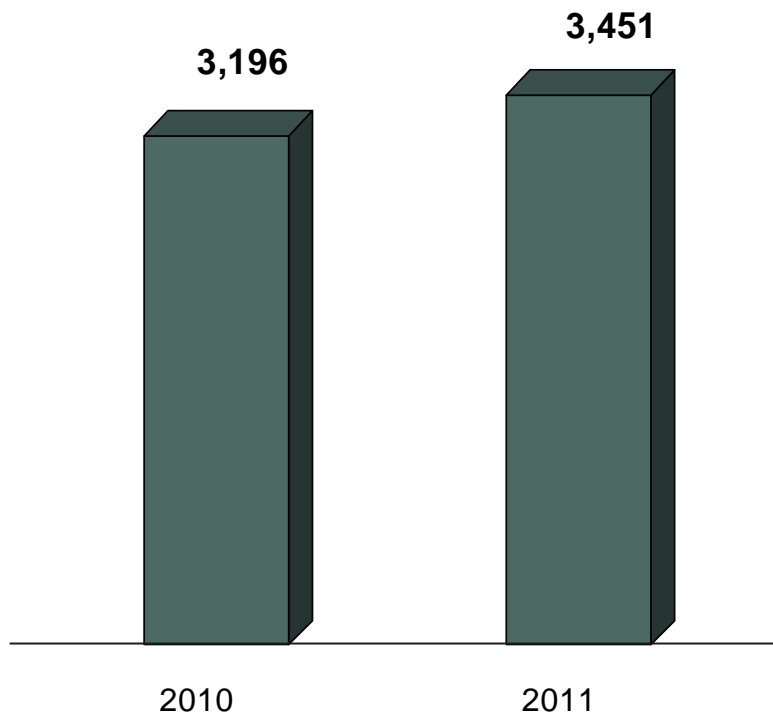
Source - IFIC

- Numbers have been retroactively restated to exclude Maxxum redemptions (Maxxum operations were transferred to Mackenzie October 5, 2001)
- All numbers exclude CI Investments and Invesco from the date that they discontinued reporting to IFIC. CI discontinued reporting to IFIC during December, 2008 and Invesco discontinued reporting to IFIC during October, 2010.

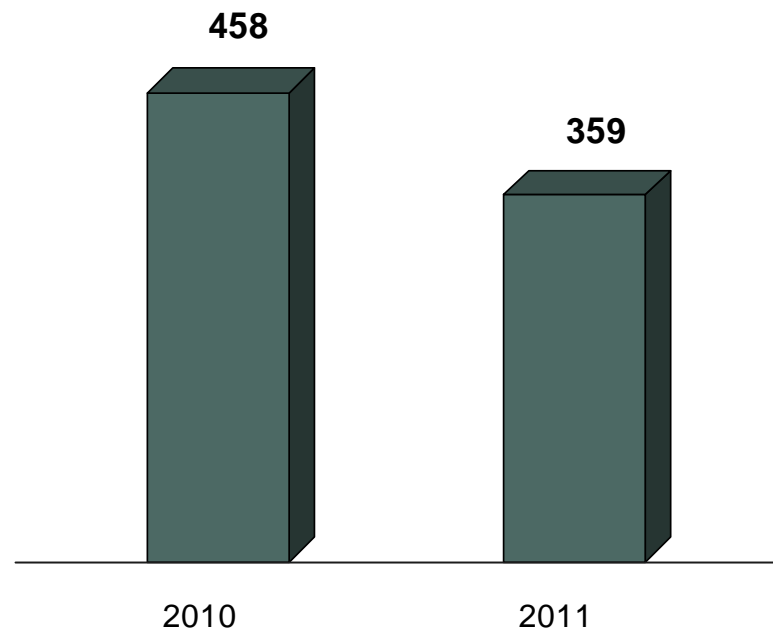
Investors Group Mutual Fund Sales

- ◆ *Investors Group mutual fund gross sales have improved during 2011, up 8.0% year to date.*

Mutual Fund Gross Sales
Six Months Ended June 30 (\$ Millions)



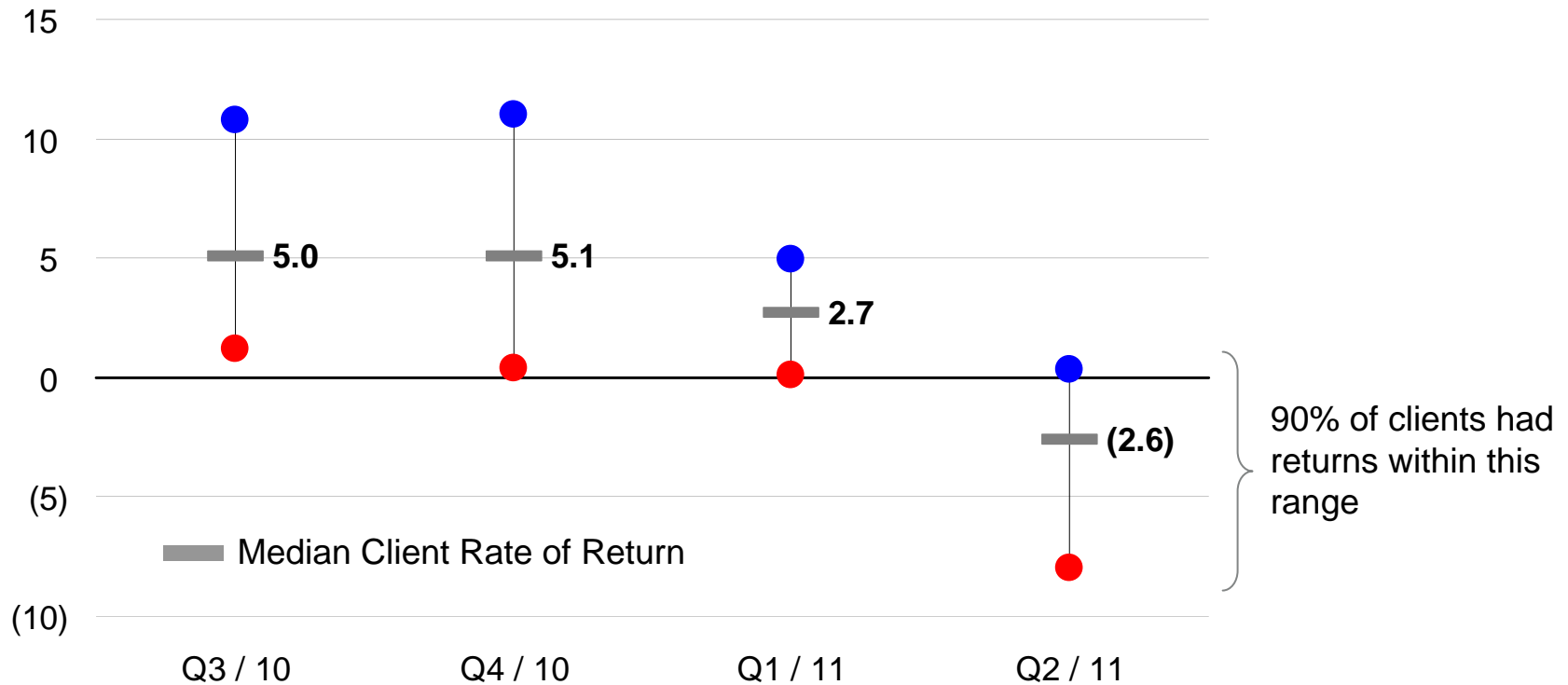
Mutual Fund Net Sales
Six Months Ended June 30 (\$ Millions)



Investors Group Client Experience

- ◆ *Investor Group's median client rate of return over the last twelve months ending June 30, 2011 was approximately 12%.*

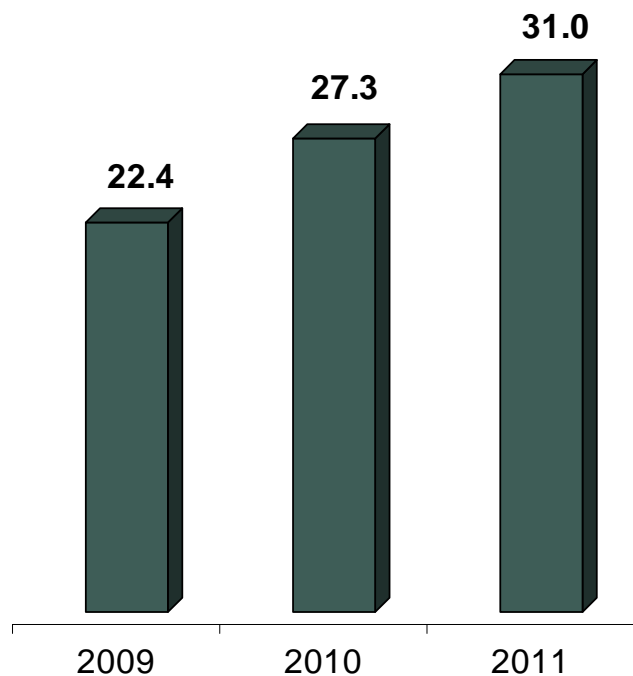
Investors Group Client Rate of Return (%)



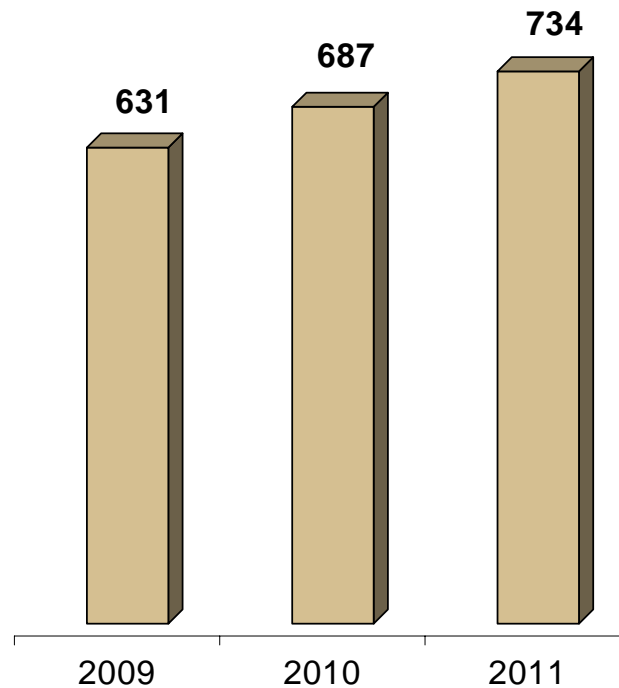
Insurance and Mortgage Distribution

- ◆ *Investors Group insurance product sales increased by 13.5% during the first half of 2011 and mortgage originations were up 6.8%.*

New Annualized Insurance Premiums
Six months ended June 30 (\$ Millions)



Mortgages Originations
Six months ended June 30 (\$ Millions)

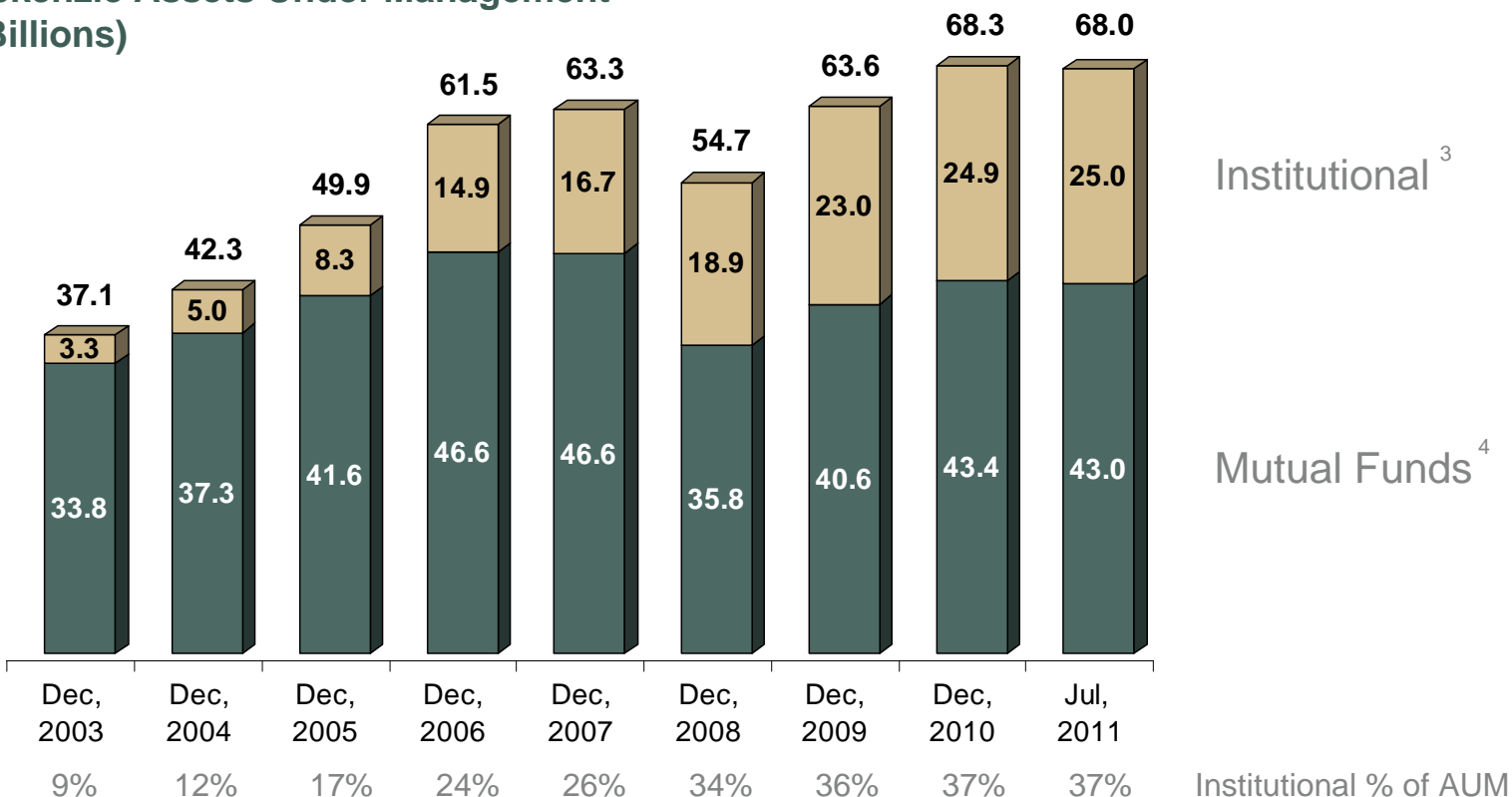


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Mackenzie Asset Management

- ◆ *Mackenzie Investments distributes through independent financial advisors and brokers, third-party platforms and institutional partners.*

Mackenzie Assets Under Management (\$ Billions) ^{1,2}

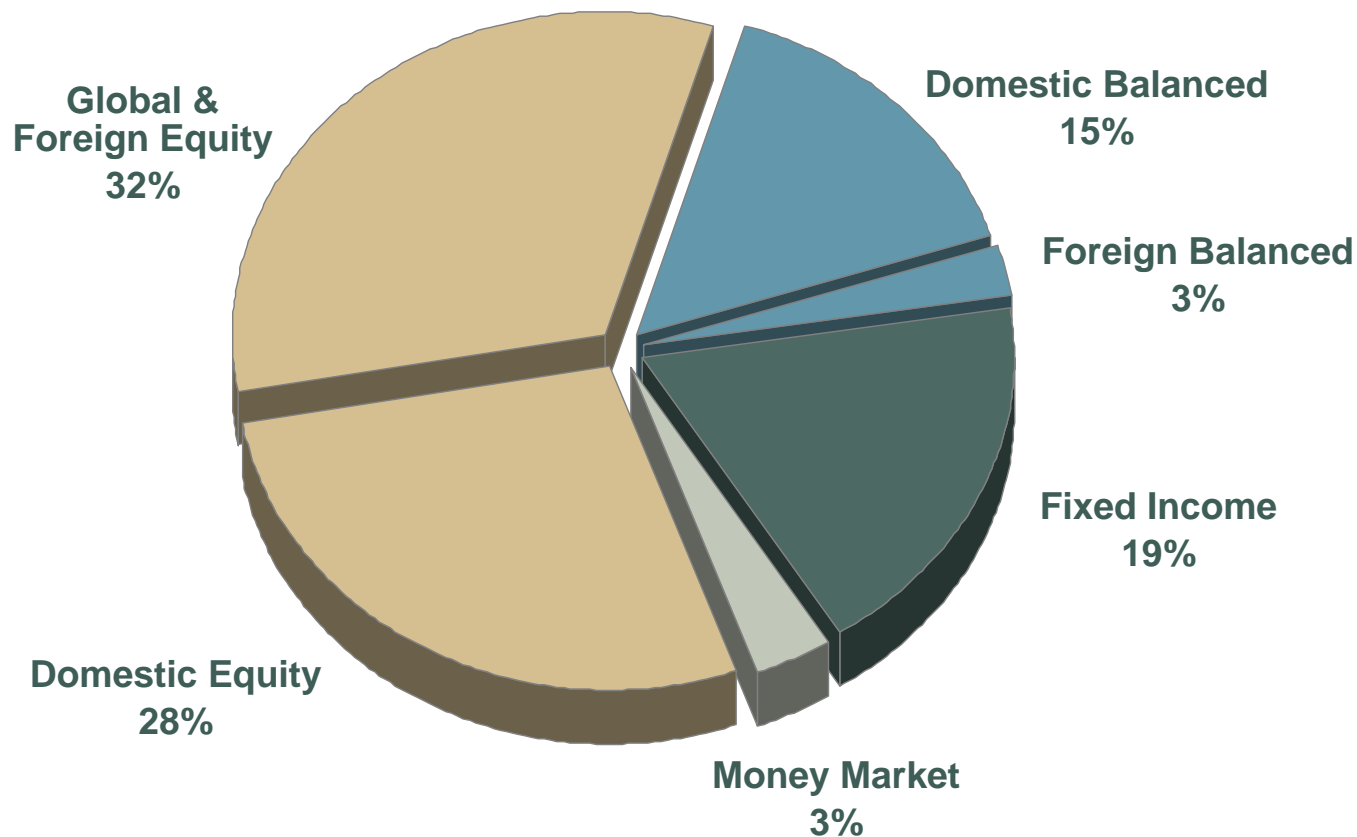


1. Includes institutional assets of the Cundill Group effective September 22, 2006 (\$3.3 billion at time of acquisition).
2. Includes assets of Saxon effective September 25, 2008 (\$1.8 billion in mutual funds and \$10.4 billion in institutional).
3. Includes sub-advised, HNW and separately managed accounts.
4. Includes mutual funds, asset allocation programs and funds of funds.

Mackenzie Asset Diversification

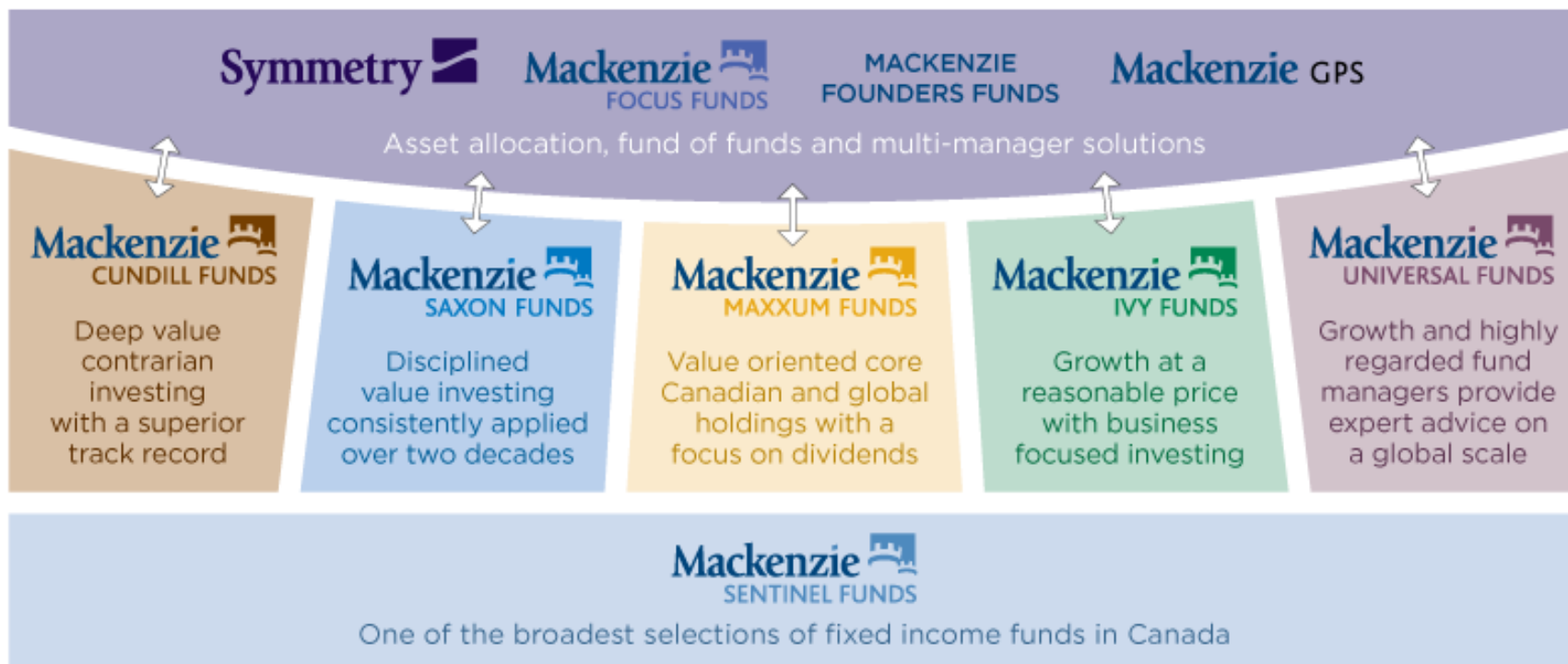
- ◆ *Mackenzie Investments' assets under management are diversified by mandate, asset class, geography, brand and investment style.*

Mackenzie Investments Total Assets Under Management by Asset Class
As at June 30, 2011



Mackenzie Investment Teams

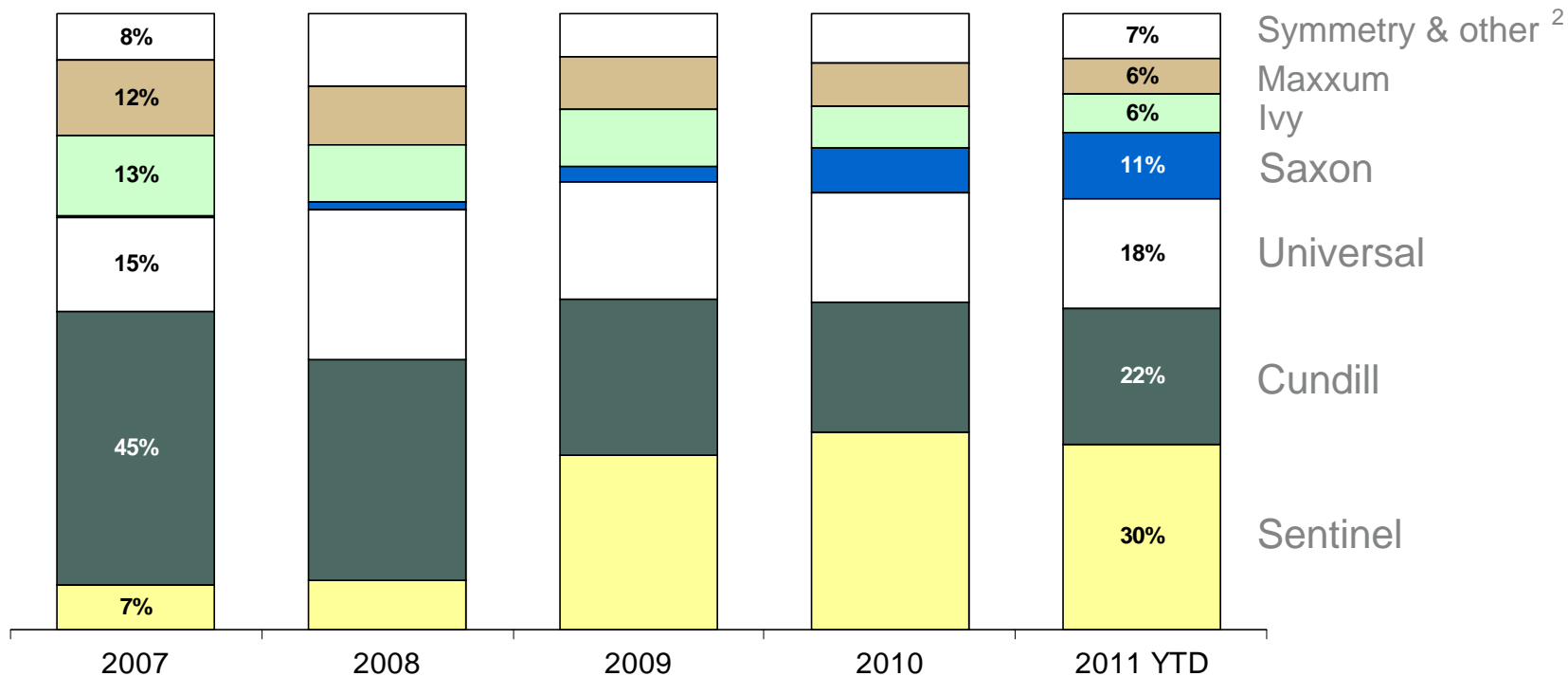
- ◆ *Mackenzie Investments offers diversity of investment styles and expertise through its investment teams.*



Mackenzie Mutual Fund Gross Sales

- ◆ *Mackenzie's investment style and expertise diversity ensures the company's product shelf remains relevant through every stage of the market cycle and through changes in investor preferences.*

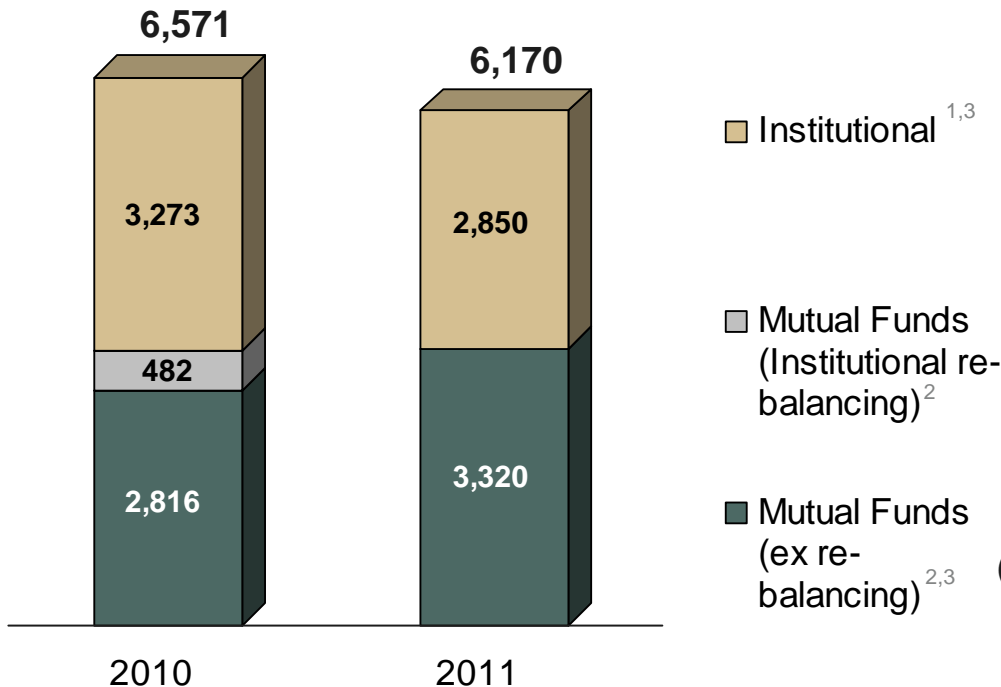
Gross Sales Mix of Long-Term Funds by Mackenzie Sub-Brand ^{1,3}
 Twelve months ended December 31 (unless otherwise indicated)



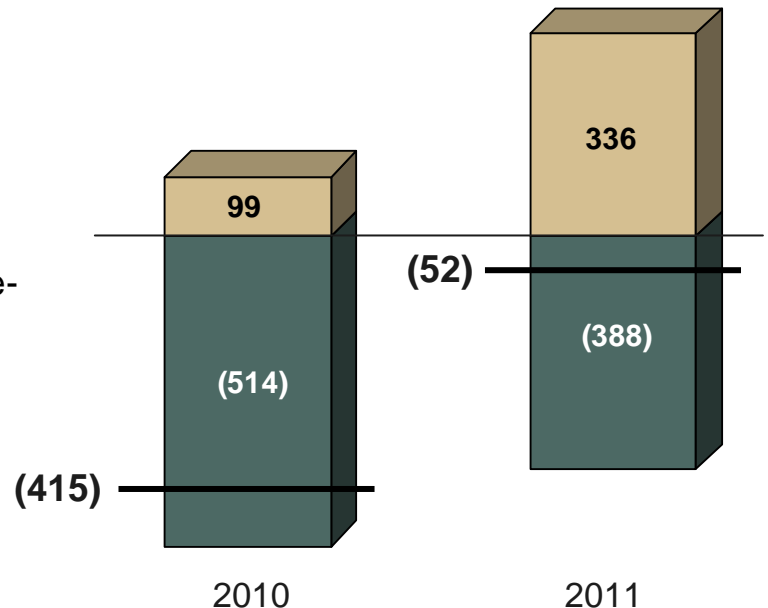
Mackenzie Sales

- ◆ *Mackenzie's investment product sales have improved during 2011.*

Gross Sales of Investment Products
Six months ended June 30 (\$ Millions)



Net Sales of Investment Products^{1,2,3}
Six months ended June 30 (\$ Millions)

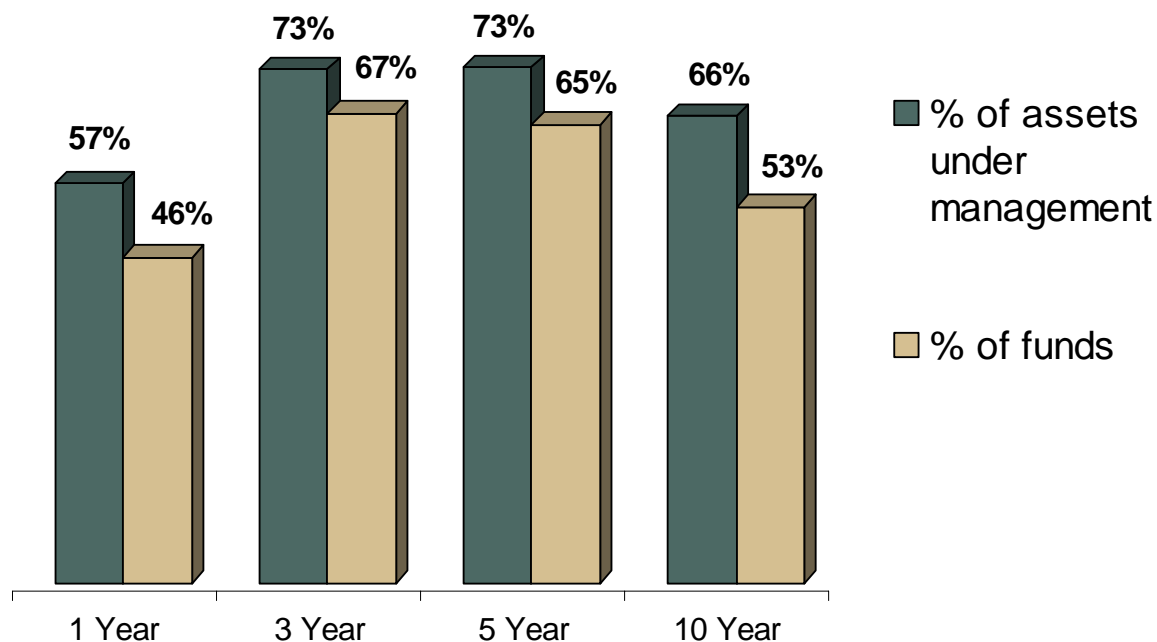


1. Includes sub-advised and separately managed accounts, including sub-advisory mandates of Mackenzie to mutual funds managed by Investors Group and Counsel.
2. Q2, 2010 includes \$482 million in mutual fund gross sales related to an institutional re-balancing.
3. Includes mutual funds, asset allocation programs and funds of funds. Q2, 2010 includes \$60 million in net sales related to an institutional re-balancing (\$411 million net sales to mutual funds and \$351 million net redemptions from institutional). Excluding the impact of the re-balancing, institutional net sales were \$450 million, mutual fund net redemptions were \$925 million and total net redemptions were \$475 million.

Mackenzie Investment Performance

- ◆ *66% of Mackenzie's mutual fund assets reside within funds which have had first or second quartile performance over the last ten years.*
- ◆ *45% of Mackenzie mutual funds were rated four or five star by Morningstar at June 30, 2011 compared to 41% for the industry.*

Mackenzie Mutual Funds in First or Second Quartile
As at June 30, 2011



- Seven Lipper awards received this year.
- Best ten year performance:
 - Cundill Value best Global Equity
 - Sentinel Income best Canadian Fixed Income Balanced
 - Cundill Recovery best Global Small/Mid Cap Equity

Mackenzie Advisor & Investor Education

- ◆ *Mackenzie prides itself on offering industry-leading support to financial advisors in serving their clients and building their practices.*

- **Mackenzie University completed in nine cities across Canada this year with attendance from over 3,700 advisors.**



ADVICEMATTERS

Choose Wisely. **Mackenzie** INVESTMENTS



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IGM Financial Capital Management

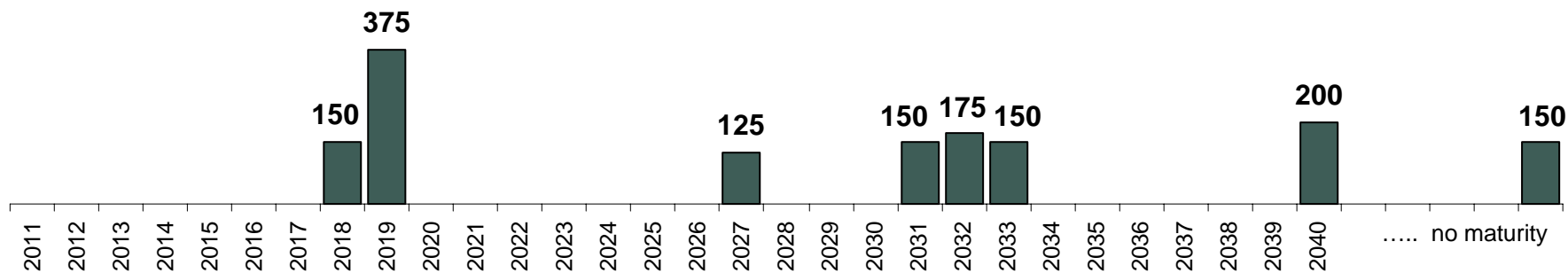
1. Ongoing Distributions to Shareholders

- \$226 million in share repurchases during the last twelve months.
- Dividend increase declared August 4, 2011. Current dividend yield of 4.92%.¹

2. Conservative Capital Management

- Long-term debt and preferred share repayments are staggered across maturities.
- \$372 million in long term debt retired since December, 2008.

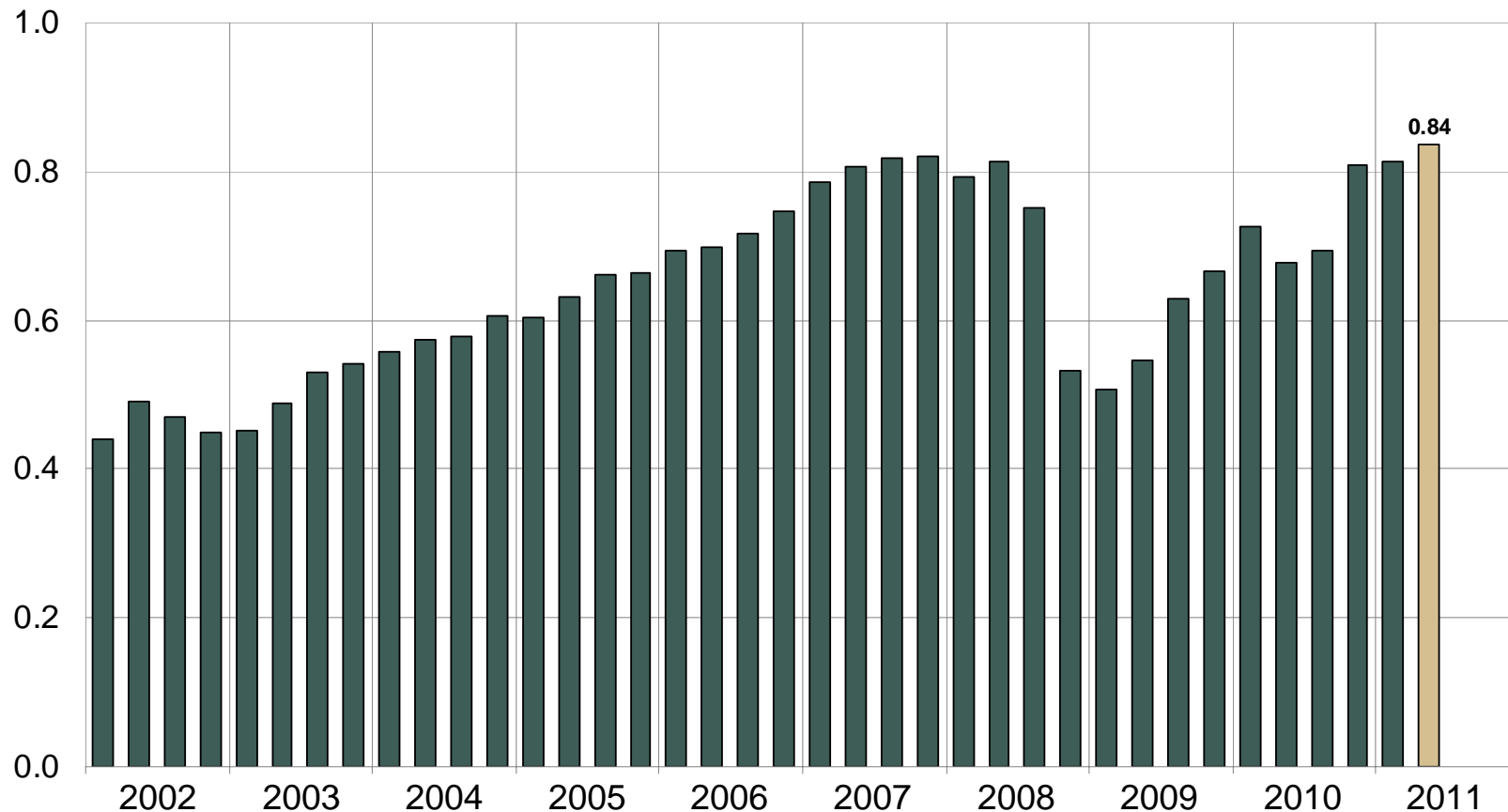
Long Term Debt and Preferred Share Maturities at June 30, 2011 (\$ Millions)



IGM Financial Quarterly Earnings

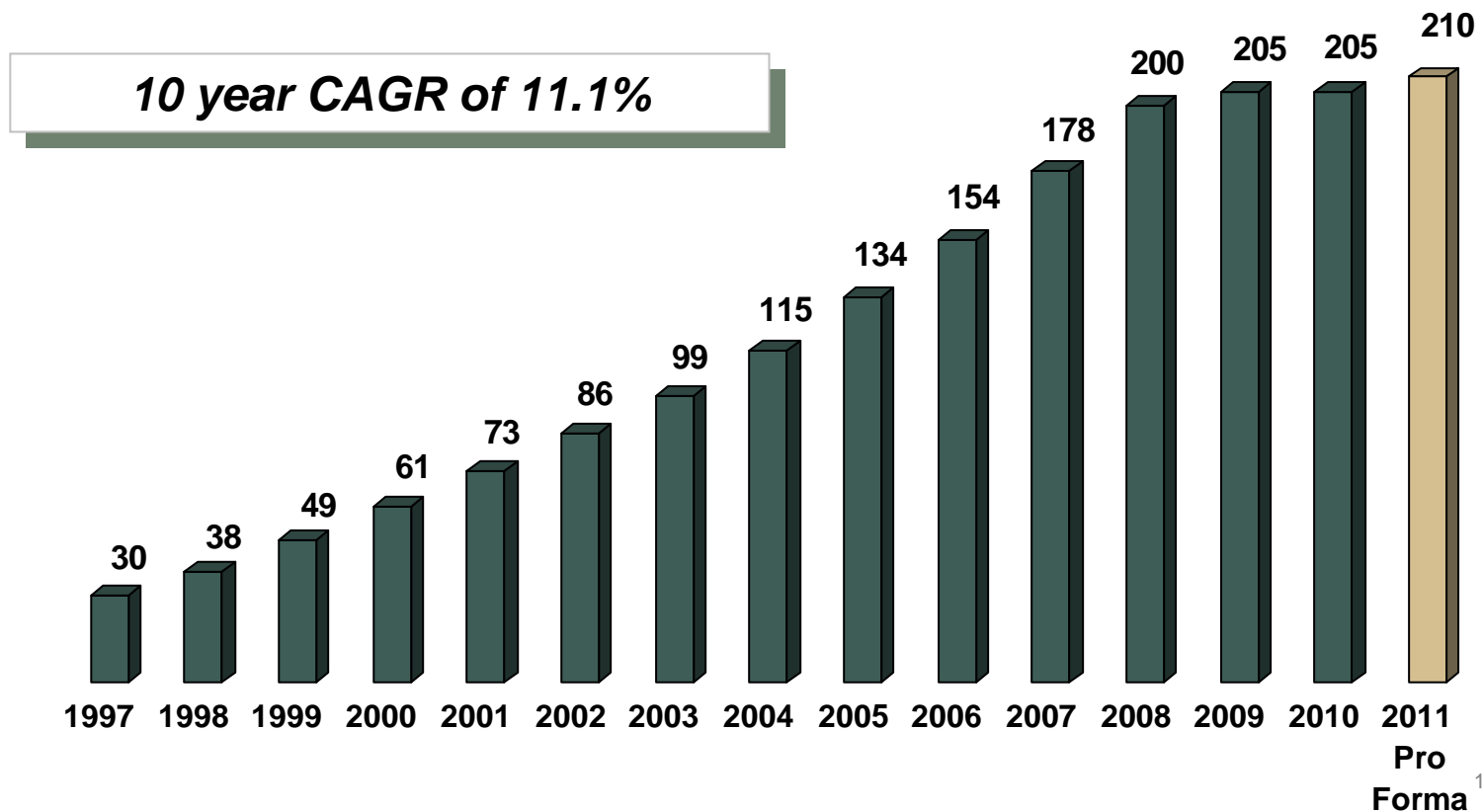
- ◆ *During 2011 year to date, IGM Financial's Operating Earnings Per Share increased by 17.9% relative to the prior year.*

Operating Earnings Per Share (\$ diluted) ¹



IGM Financial Dividends Per Share (cents)

- ◆ *IGM Financial has a strong track record of dividend payments over time.*





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