



Q4, 2005 Results

Murray Taylor

President & CEO,
Investors Group

Co - President & CEO,
IGM Financial

Charles Sims

President & CEO,
Mackenzie

Co - President & CEO,
IGM Financial

Greg Tretiak

Executive Vice President,
Finance, IGM Financial

February 17, 2006
2:00 PM ET

Caution Concerning Forward Looking Statements

This report may contain forward-looking statements about the Company, including its business operations, strategy and expected financial performance and condition. 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”, “intends”, “plans”, “believes”, “estimates” or negative versions thereof and similar expressions. In addition, any statement that may be made concerning future financial performance (including revenues, earnings or growth rates), ongoing business strategies or prospects, and possible future Company action, is also a forward-looking statement. Forward-looking statements are based on current expectations and projections about future events and are inherently subject to, among other things, risks, uncertainties and assumptions about the Company, economic factors and the financial services industry generally. They are not guarantees of future performance, and actual events and results could differ materially from those expressed or implied by forward-looking statements made by the Company due to, but not limited to, important factors such as general economic, political and market factors in North America and internationally, interest and foreign exchange rates, global equity and capital markets, business competition, technological change, changes in government regulations, changes in tax laws, unexpected judicial or regulatory proceedings, catastrophic events, and the Company’s ability to complete strategic transactions and integrate acquisitions. The reader is cautioned that the foregoing list of important factors is not exhaustive. The reader is also cautioned to consider these and other factors carefully and not place undue reliance on forward-looking statements.

Non-GAAP Financial Measures

This report may also contain non-GAAP financial measures. Non-GAAP financial measures are used to provide management and investors with additional measures of performance. However, we caution that non-GAAP financial measures do not have standard meanings prescribed by GAAP 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 “Adjusted EPS”, “Adjusted Net Income”, and “Net Income before Interest and Taxes (“EBIT”)”. We refer you to the appropriate reconciliation of these non-GAAP financial measures to measures prescribed by GAAP.

2004 Adjusted EPS and Adjusted Net Income:

In 2004, the Ontario Securities Commission, the Manitoba Securities Commission and the Mutual Fund Dealers Association of Canada approved settlement agreements with subsidiaries of the company regarding trading by an institutional client in mutual funds of Investors Group Inc. (“IG”). IG agreed to provide compensation to affected unitholders. The Company recorded a \$28.8 million (\$19.2 million after-tax or \$0.07 per share) charge to income in the fourth quarter to reflect the compensation payment and related expenses.

References to “Adjusted EPS”, “Adjusted Net Income” and “Adjusted Operating Income before Interest and Taxes” have been adjusted to exclude this item.

Documents Incorporated by Reference

Readers of this presentation are directed to the following documents for a more comprehensive discussion of financial results:

- IGM Financial Q4, 2005 results press release issued February 17, 2006. This press release includes a discussion of financial highlights as well as summary financial statements.
- IGM Financial financial statements and notes for the year and quarter ended December 31, 2005.
- IGM Financial Management Discussion and Analysis (“MD&A”) for the year ended December 31, 2005, which will be issued during the week following the date of this presentation.

Each of these documents will be available on the Company’s website at www.igmfinancial.com and also at www.sedar.com.

1. Highlights

2. Consolidated Results

3. Investors Group

4. Mackenzie

Highlights

- ◆ **Earnings per share increased by 8.2% during the quarter ended December 31, 2005 relative to the prior year. Earnings per share increased by 10.8% during the year ended December 31, 2005 relative to the prior year.**

All numbers in millions of dollars except per share amounts

	Quarters Ended December 31			Years Ended December 31		
	2004	2005	Change	2004	2005	Change
Net Income (\$ millions)						
Adjusted	\$ 161	\$ 177	9.9%	\$ 616	\$ 682	10.9%
GAAP	142	177	24.6%	596	682	14.4%
Earnings Per Share (diluted)						
Adjusted	\$ 0.61	\$ 0.66	8.2%	\$ 2.31	\$ 2.56	10.8%
GAAP	0.53	0.66	24.5%	2.24	2.56	14.3%
Dividends Per Share	\$ 0.300	\$ 0.345	15.0%	\$ 1.150	\$ 1.335	16.1%

Highlights

- ◆ **Long term mutual fund gross sales and net sales improved during 2005 relative to 2004.**

All numbers in millions of dollars

	Quarters Ended December 31			Years Ended December 31		
	2004	2005	%	2004	2005	Change
Long Term Mutual Fund Sales						
Investors Group	883	1,130	28.0%	3,849 ¹	4,567	18.7%
Mackenzie ²	1,361	1,676	23.1%	5,506	6,652	20.8%
Counsel ³	91	84	(7.7%)	401	384	(4.2%)
IGM Financial	2,335	2,890	23.8%	9,756	11,603	18.9%
Long Term Mutual Fund Net Sales						
Investors Group	(94)	168	N/M	52 ¹	529	911.6%
Mackenzie ²	89	341	283.1%	819	1,025	25.2%
Counsel ³	51	45	(11.8%)	290	224	(22.8%)
IGM Financial	46	554	N/M	1,161	1,778	53.1%
Average Mutual Fund Assets Under Management	80,618	90,624	12.4%	79,223	87,723	10.7%

1. Adjusted to include \$134 million in sales that were funded with SolutionsBanking™ investment loans during the first six months of 2004. These sales were initially made into money market funds and held for one day prior to being transferred into long term funds.
2. Includes hedge funds (hedge funds are not included in IFIC reporting).
3. IGM Financial acquired Counsel in relation to the acquisition of Investment Planning Counsel Inc. on May 10, 2004. Results above are presented retroactively for the acquisition.

Highlights

- ◆ **IGM Financial's mutual fund assets under management increased by 3.4% during Q4, 2005. Total assets under management surpassed \$100 billion during the quarter.**

(\$ billions)	Dec 31, 2004	Mar 31, 2005	Jun 30, 2005	Sep 30, 2005	Dec 31, 2005	Change	
						Last Quarter	Last Year
Mutual Fund Assets Under Management							
Investors Group	44.5	45.5	46.9	49.0	50.7	3.5%	13.9%
Mackenzie	37.3	38.2	38.9	40.2	41.6	3.5%	11.5%
Counsel Fund Management	1.5	1.6	1.7	1.8	1.9	5.6%	26.7%
IGM Financial ¹	83.3	85.2	87.5	91.0	94.1	3.4%	13.0%
Total Assets Under Management							
Investors Group	44.5	45.5	46.9	49.0	50.7	3.5%	13.9%
Mackenzie ²	42.3	44.6	45.9	47.9	49.9	4.0%	17.7%
IPC Financial Network	1.5	1.6	1.7	1.8	1.9	5.6%	26.7%
IGM Financial ¹	86.6	89.8	92.5	96.6	100.2	3.7%	15.7%

- Adjusted to eliminate double-counting of assets included within the balance of more than one IGM Financial subsidiary.
- Includes sub-advisory mandates to funds managed by Investors Group (\$2.14 billion at December 31, 2005).

1. Highlights

2. Consolidated Results

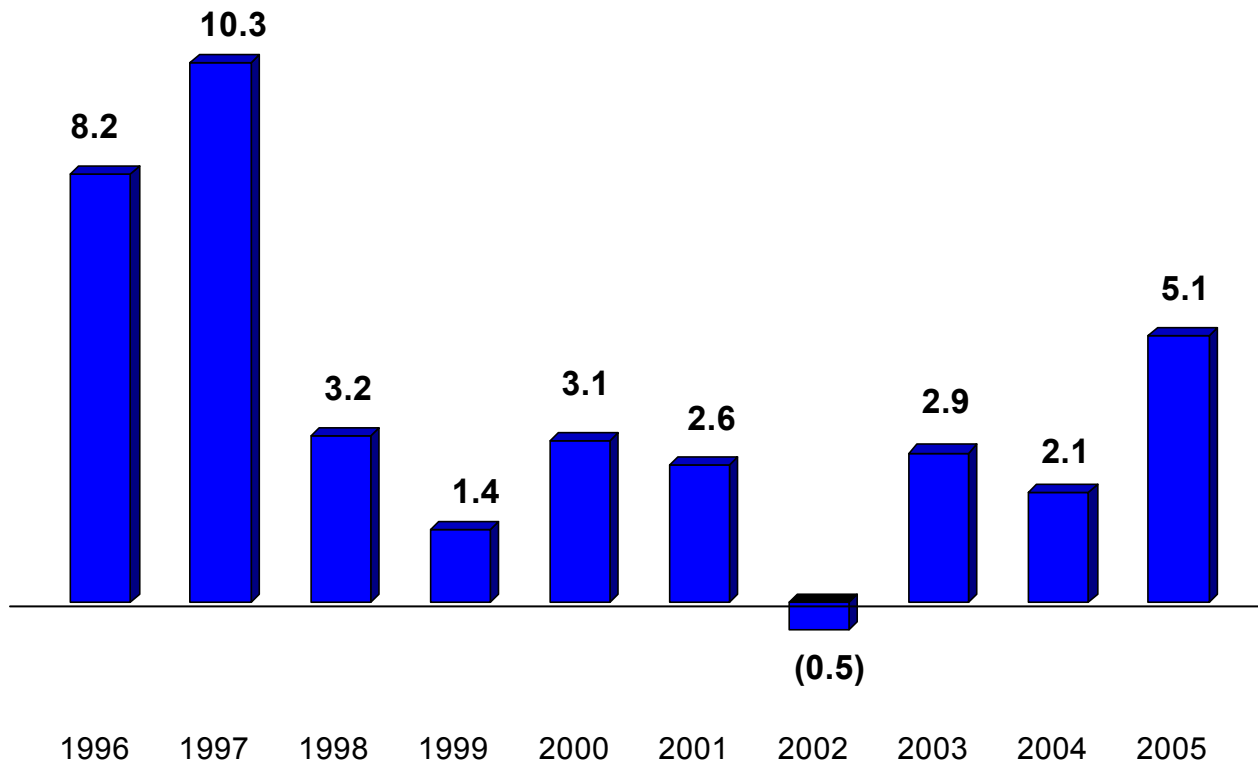
3. Investors Group

4. Mackenzie

Operating Environment

- ◆ *During Q4, 2005, the Canadian mutual fund industry experienced its highest fourth quarter level of net sales since 1997.*

Mutual Fund Industry Long Term Net Sales
Quarters Ended December 31 (\$ Billions)



Source: IFIC

Operating Environment

- ◆ ***There was an increase in net sales during Q4, 2005 relative to Q4, 2004 across all distribution channels.***

Industry Long Term Mutual Fund Net Sales Quarters ended December 31 (\$ millions)

	2004	2005	Change	
			\$	%
IGM Financial				
Investors Group	(94)	168	262	N/M
Mackenzie	96	351	255	266%
Counsel	44	48	4	8%
	<u>46</u>	<u>566</u>	<u>520</u>	1127%
Industry				
Advice channel (broker/dealer) ¹	(17)	1,106	1,123	N/M
Deposit takers	2,055	3,721	1,666	81%
Direct	71	281	210	297%
	<u>2,109</u>	<u>5,109</u>	<u>3,000</u>	142%
Advice channel (ex. IGM)	(63)	540	603	N/M

Source: IFIC

Operating Environment

- ◆ **Income-oriented mandates have captured more than the total industry net sales during both the year and the quarter ended December 31, 2005.**

Industry Long Term Fund Net Sales (\$ billions)

Long Term Fund Type	Three months ended December 31, 2005			Twelve months ended December 31, 2005		
	Advice channel & direct	Deposit takers	Total	Advice & direct	Deposit takers	Total
Bond & Income	0.4	1.7	2.1	2.3	6.9	9.2
Dividend & Income	0.8	0.8	1.6	5.6	3.6	9.2
"Income" Balanced and Equity ¹	1.0	0.9	1.9	5.8	5.3	11.1
Total Income	2.2	3.4	5.6	13.7	15.8	29.5
Canadian Equity & Balanced	(0.1)	0.1	(0.0)	(0.8)	0.5	(0.3)
Foreign Equity	(0.7)	0.2	(0.5)	(5.0)	0.9	(4.1)
Total Balanced & Equity	(0.8)	0.3	(0.5)	(5.8)	1.4	(4.4)
Total Long Term	1.4	3.7	5.1	7.9	17.2	25.1

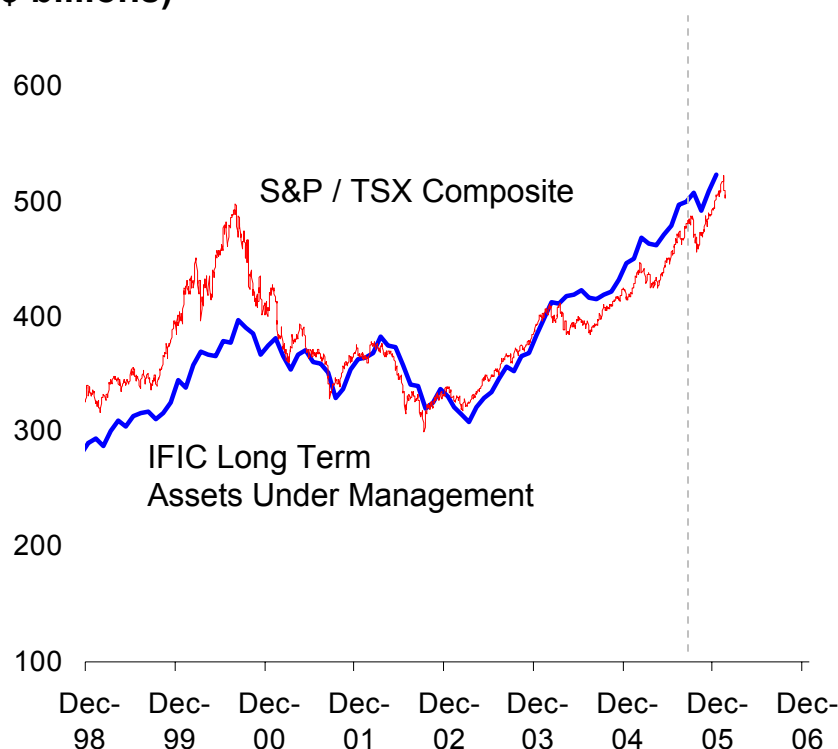
1. Balanced and equity funds with the word "income" in the name.

Source: IFIC

Operating Environment

- ◆ **During Q4, 2005, industry long term mutual fund assets under management increased by 3.2%, driven by equity market improvements and net sales.**

**Canadian Mutual Fund Industry
Long Term Mutual Fund Assets Under Management
(\$ billions)**



	Quarter Ended Dec. 31, 2005	First Quarter at Feb. 14, 2006
IFIC Long Term Assets	3.2%	
S&P / TSX Composite	2.4%	3.0%
S&P 500	1.6%	2.2%
Dow Jones Industrial	1.4%	2.9%
Nasdaq Composite	2.5%	2.7%
FTSE 100	2.6%	3.1%
DAX	7.2%	6.6%
Nikkei 225	18.7%	0.5%
US dollar relative to CAD	(0.1%)	(0.8%)
Euro relative to CAD	(1.6%)	(0.3%)

Source: IFIC



Consolidated Mutual Fund Assets Under Management (\$ billions)

- Average mutual fund assets under management increased by 12.4% during Q4, 2005 relative to the average balance during Q4, 2004 and increased by 1.1% relative to the average balance during Q3, 2005.**



Average Assets Under Management

Q4, 2005	90.6
Q4/05 versus Q4/04	12.4%
Q4/05 versus Q3/05	1.1%
Q4, 2004	80.6
Q3, 2005	89.7

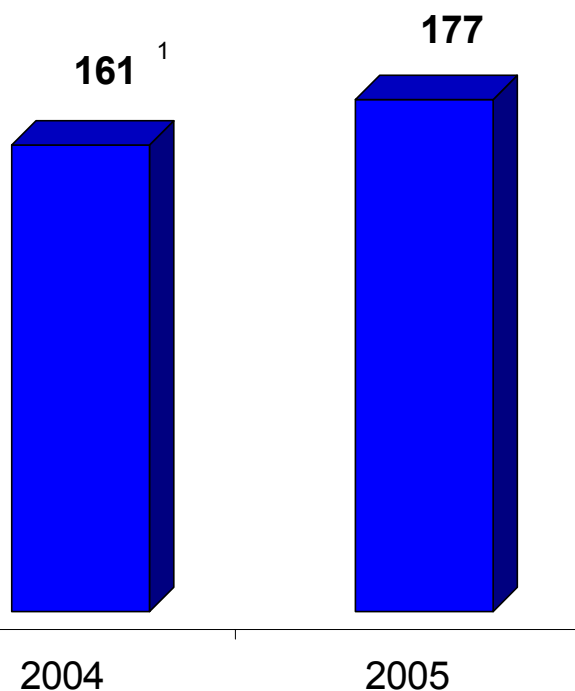
 Annual Average
 Quarterly Average

Includes Counsel fund assets under management effective May 10, 2004.

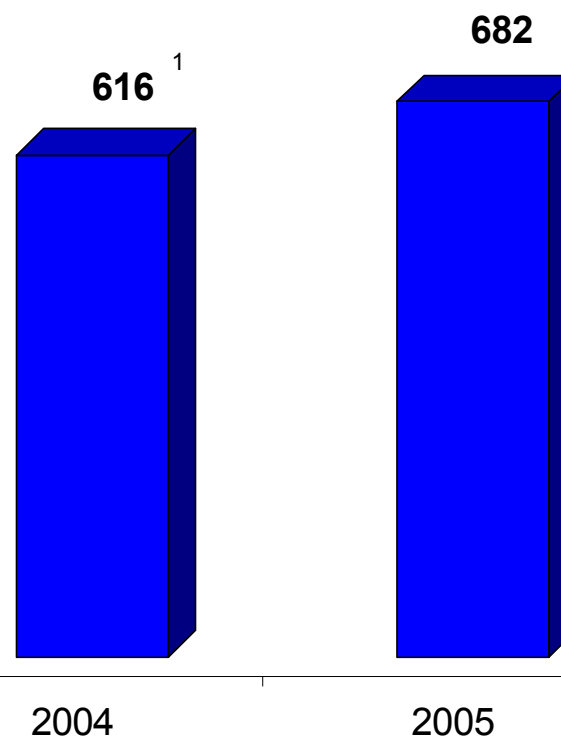
Net Income (\$ millions)

- ◆ *Net income increased by 9.9% during Q4, 2005 relative to Q4, 2004 and 10.9% year over year.*

Quarters Ended December 31



Twelve months Ended December 31

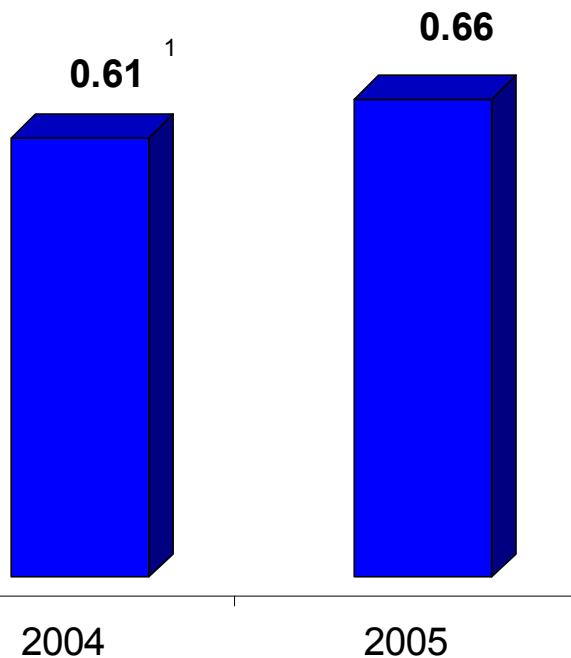


1. Adjusted

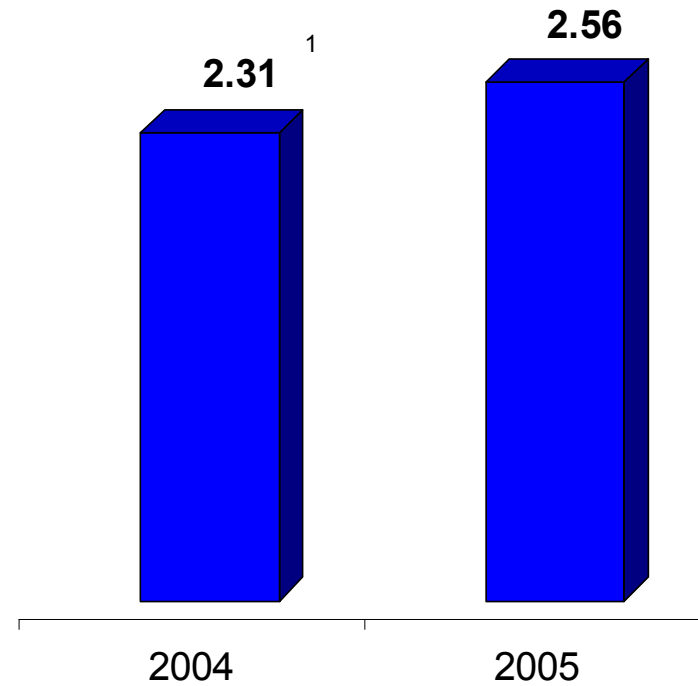
Earnings per Share (\$)

- ◆ *Earnings per share increased by 8.2% during Q4, 2005 relative to Q4, 2004 and 10.8% year over year.*

Quarters Ended December 31



Twelve months Ended December 31



1. Adjusted

1. Highlights

2. Consolidated Results

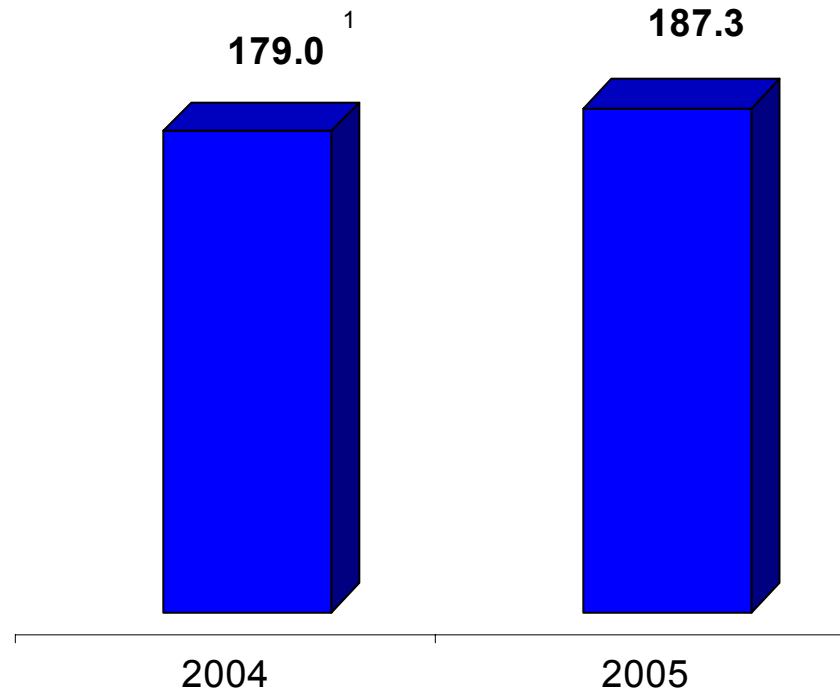
3. Investors Group

4. Mackenzie

Investors Group Operating Income before Interest & Taxes

- ◆ *During the quarter ended December 31, 2005, Investors Group's Income before Interest & Taxes increased by 4.6% relative to the prior year.*

Quarters Ended December 31
(\$ Millions)

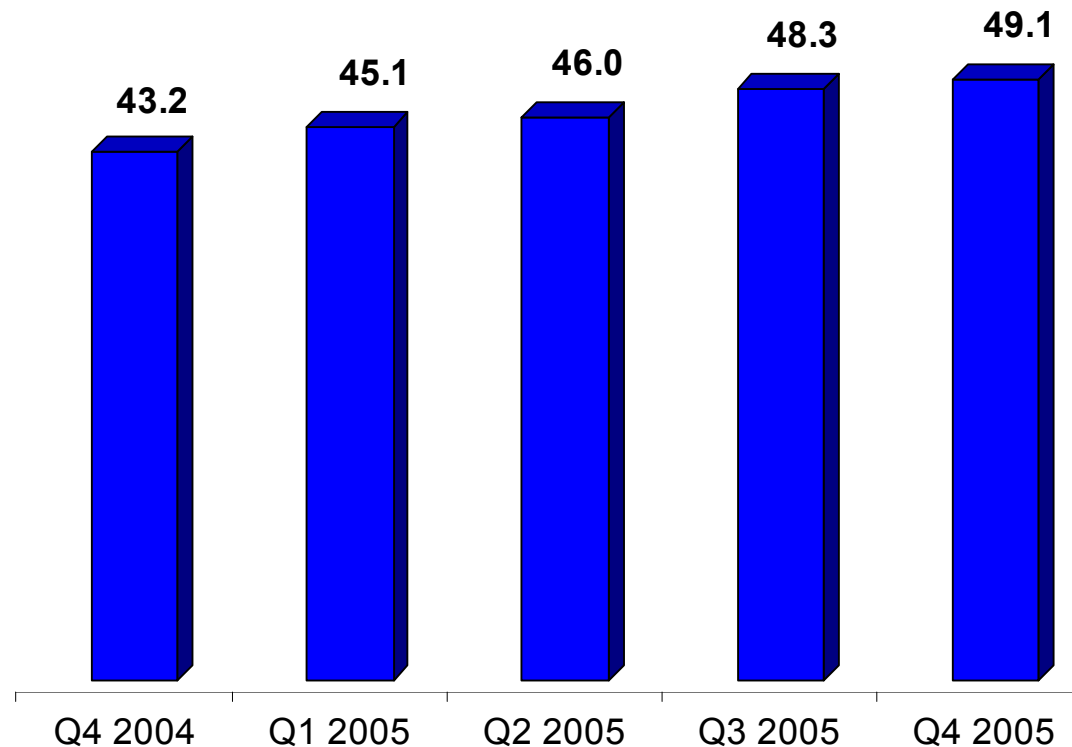


1. Adjusted

Investors Group Mutual Fund Assets Under Management

- ◆ *The average balance of mutual fund assets under management increased by 1.6% during Q4, 2005 relative to Q3, 2005 and increased by 13.6% relative to Q4, 2004.*

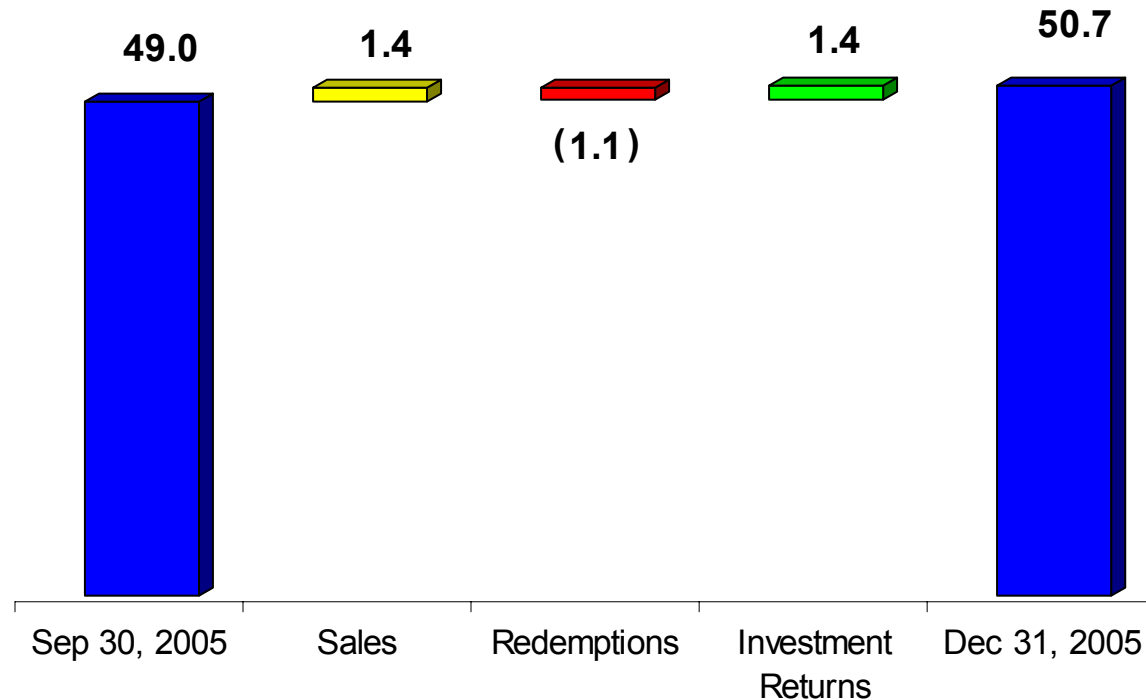
Investors Group Average Mutual Fund Assets Under Management
(\$ Billions)



Investors Group Mutual Fund Assets Under Management

- ◆ *Investors Group mutual fund assets increased by 3.4% during the fourth quarter, driven by net sales and investment returns.*

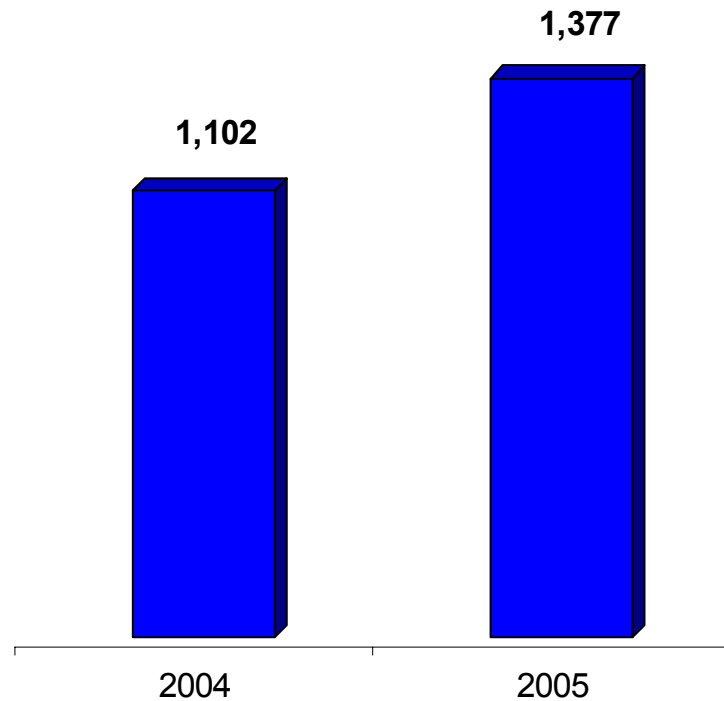
Change in Investors Group Mutual Fund Assets Under Management
(\$ Billions)



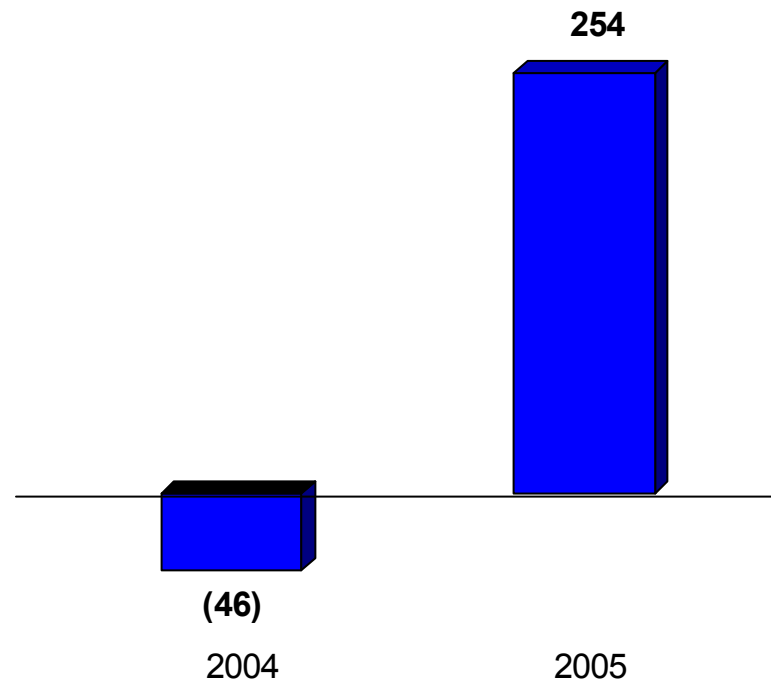
Investors Group Mutual Fund Sales

- ◆ *Investors Group's sales improved by 25.0% during Q4, 2005 relative to Q4, 2004. 2005 represented the highest fourth quarter net sales since 1998.*

Mutual Fund Gross Sales
Quarters Ended December 31 (\$ Millions)



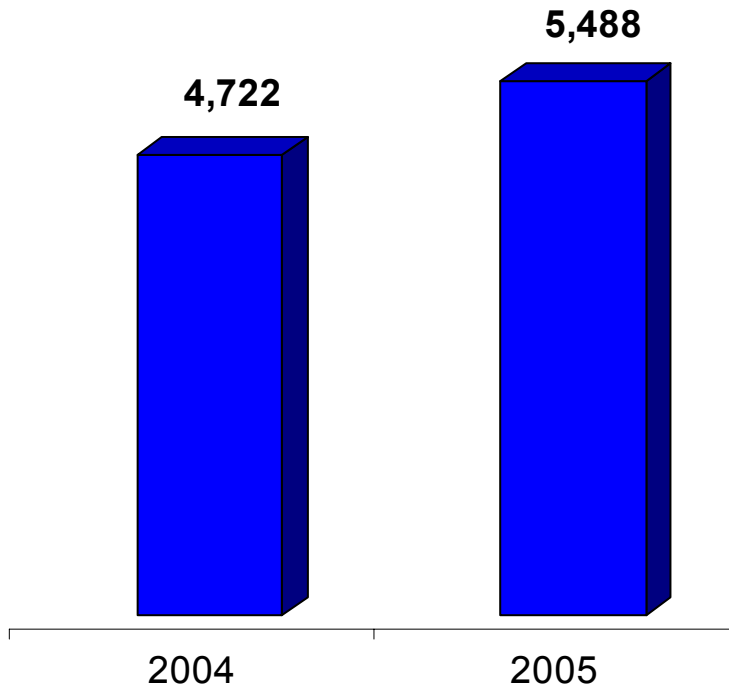
Mutual Fund Net Sales
Quarters Ended December 31 (\$ Millions)



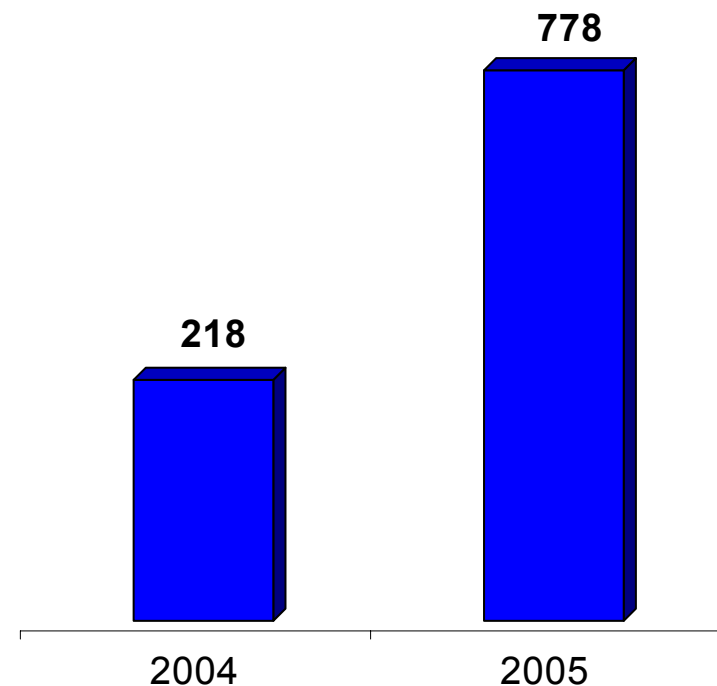
Investors Group Mutual Fund Sales

- ◆ *Investors Group mutual fund sales increased by 16.2% during 2005 relative to 2004. Net sales increased by 257.0%.*

Investors Group Mutual Fund Gross Sales
Years Ended December 31 (\$ Millions)



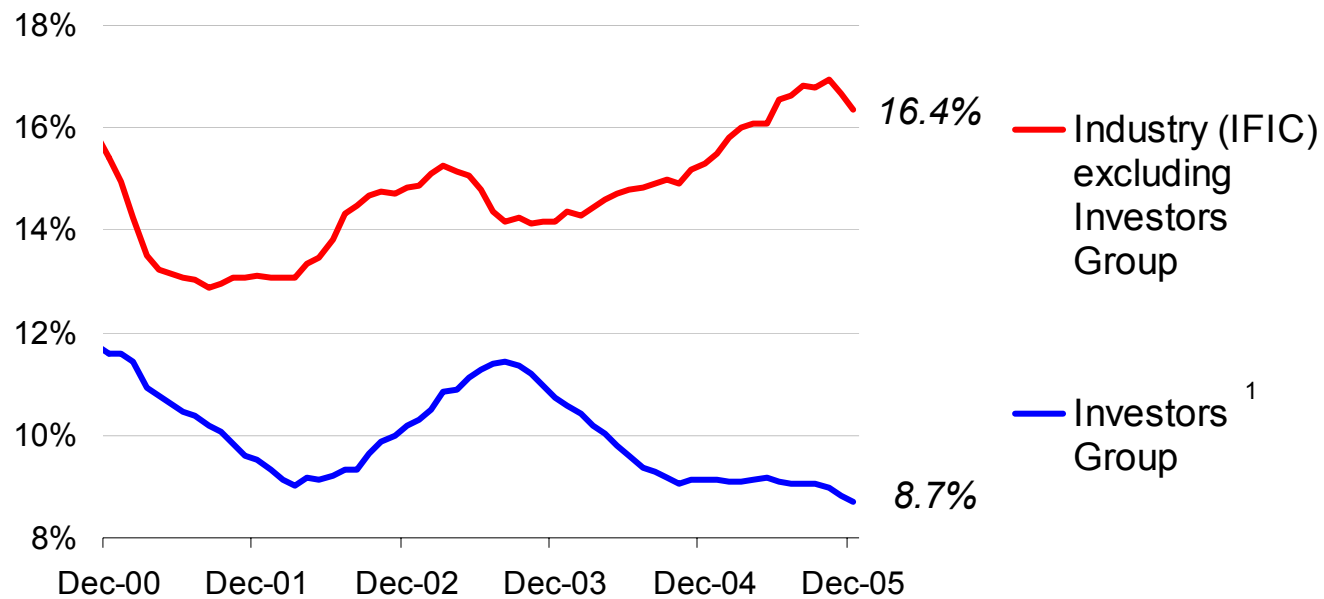
Investors Group Mutual Fund Net Sales
Years Ended December 31 (\$ Millions)



Investors Group Mutual Fund Redemption Rate

- ◆ **Investors Group's redemption rate on long term mutual funds improved during 2005, decreasing by 0.4% to 8.7% during the year.**

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

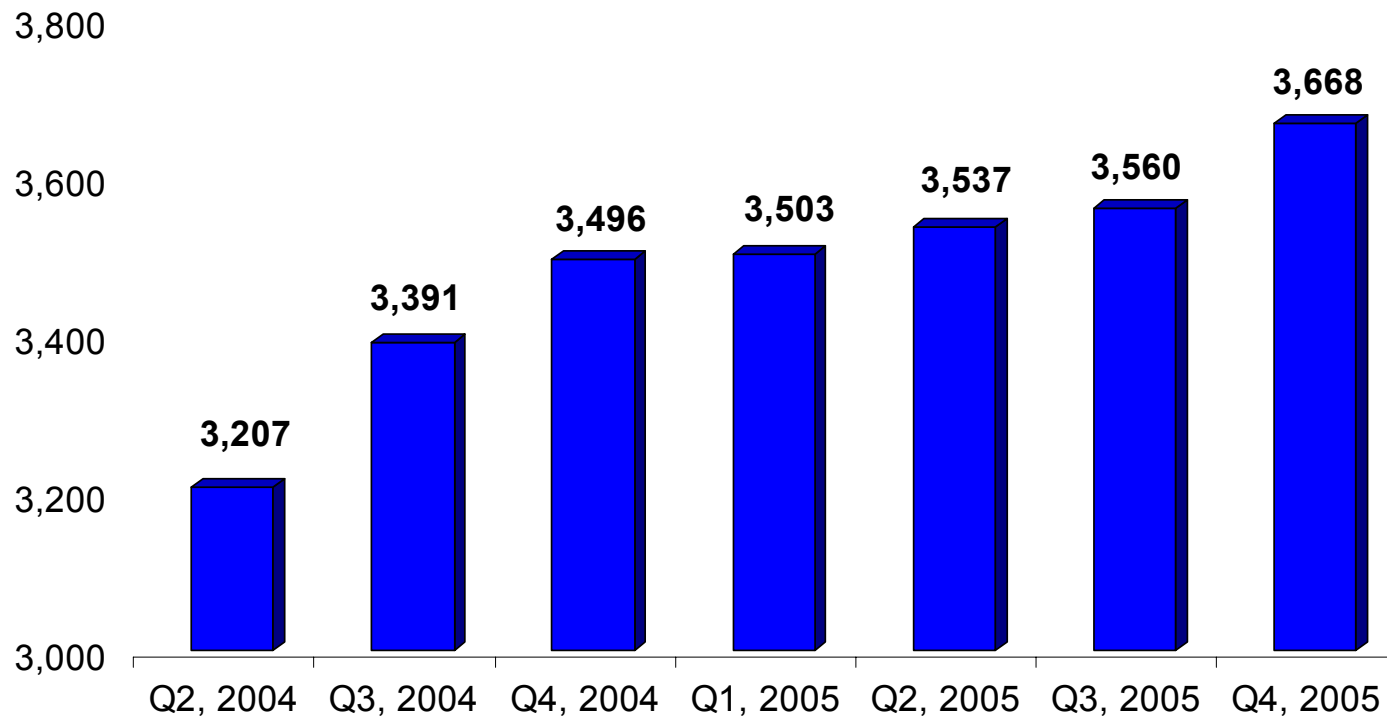


1. Numbers have been retroactively restated to exclude Maxxum redemptions (Maxxum operations were transferred to Mackenzie October 5, 2001)

Investors Group Consultant Network

- ◆ *Investors Group has experienced six consecutive quarters of growth resulting in an increase of 14.4% in the Consultant Network since June 30, 2004 and a 4.9% increase during 2005.*

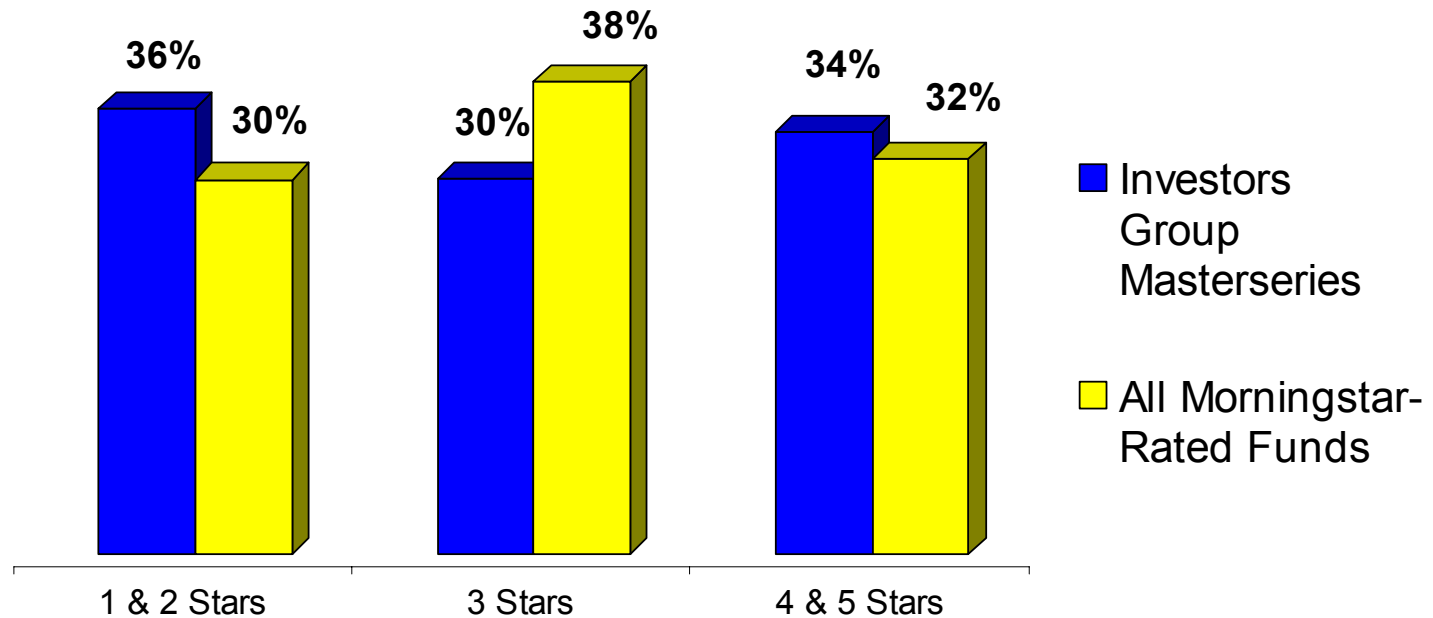
Number of Investors Group Consultants



Investors Group Mutual Fund Product Offering

- ◆ **34% of our Masterseries funds are rated 4 or 5 star by Morningstar, compared to 32% for all Morningstar-rated funds.**

Morningstar Ratings at December 31, 2005
Proportion of Morningstar-rated funds



Source - Morningstar

Investors Group Q4, 2005 Developments

Enhancements to Consultant Network Field Management

- The number of region and division directors increased by approximately 15% during the last year.
- Seven new region offices were introduced during 2005.
- Improvements to field management information systems were implemented during the quarter.

“The Plan™” Television Advertising Campaign

- Fall of 2005 – “Time to think about” (kids, investing pay raise, estate planning)
- 2006 RRSP season campaign - “This is your wake-up call.”

Investors Global Dividend Fund

- Designed to produce above average income from equity investments while preserving capital and positioning investors for capital appreciation.
- Portfolio management by I.G. Investment Management, Ltd. out of Winnipeg, Dublin and Hong Kong offices.

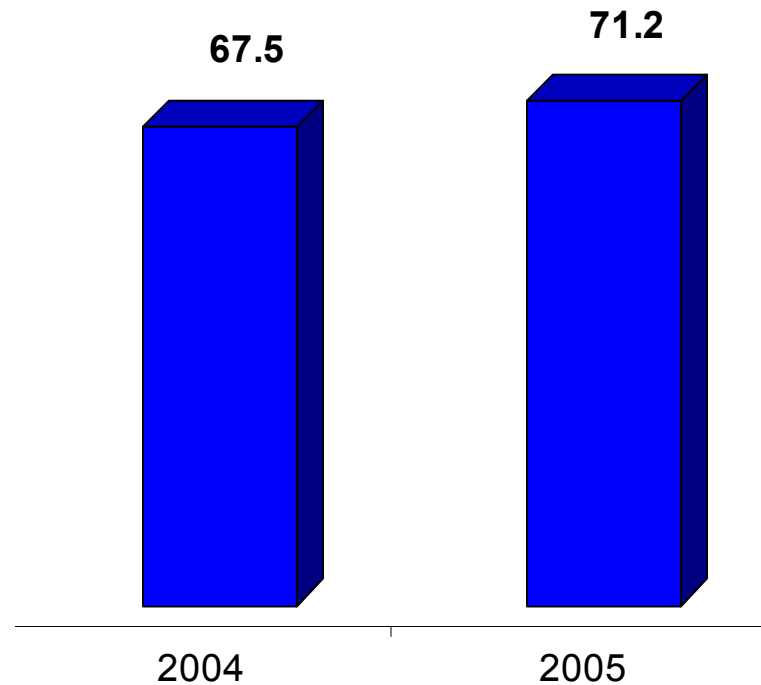
1. Highlights
2. Consolidated Results
3. Investors Group

4. Mackenzie

Mackenzie Operating Income before Interest & Taxes

- ◆ *During Q4, 2005, Mackenzie's Income before Interest and Taxes increased by 5.5% relative to Q4, 2004.*

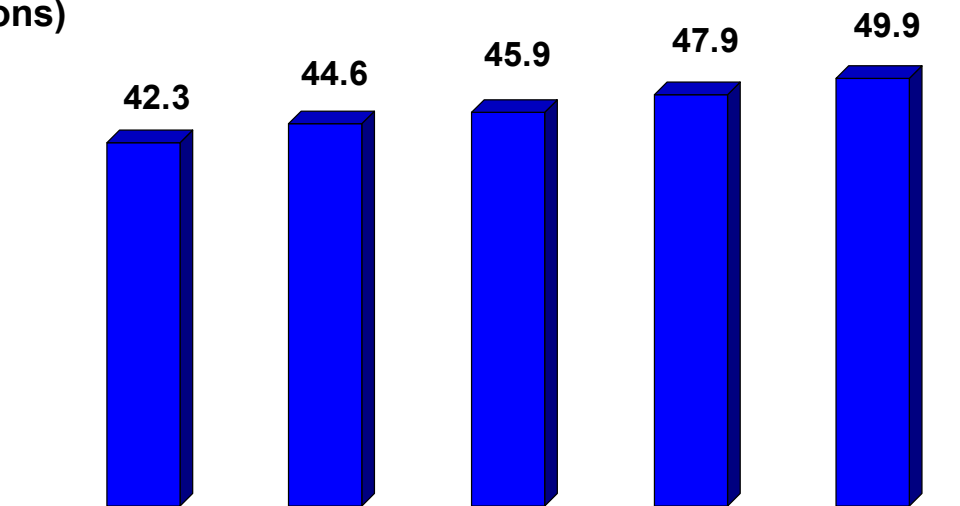
Quarters Ended December 31 (\$ Millions)



Mackenzie Assets Under Management

- ◆ *Mackenzie's assets under management have increased by 17.7% during the last year and 4.0% during Q4, 2005.*

Mackenzie Assets Under Management¹
(\$ Billions)



	Dec. 31, 2005	Mar. 31, 2005	Jun. 30, 2005	Sep. 30, 2005	Dec. 31, 2005	Change during Q4	Change during last year
Mutual funds	37.3	38.2	38.9	40.2	41.6	3.5%	11.5%
Private, institutional & sub-advised	5.0	6.4	7.0	7.7	8.3	7.8%	66.0%
Total assets under management	42.3	44.6	45.9	47.9	49.9	4.0%	17.7%

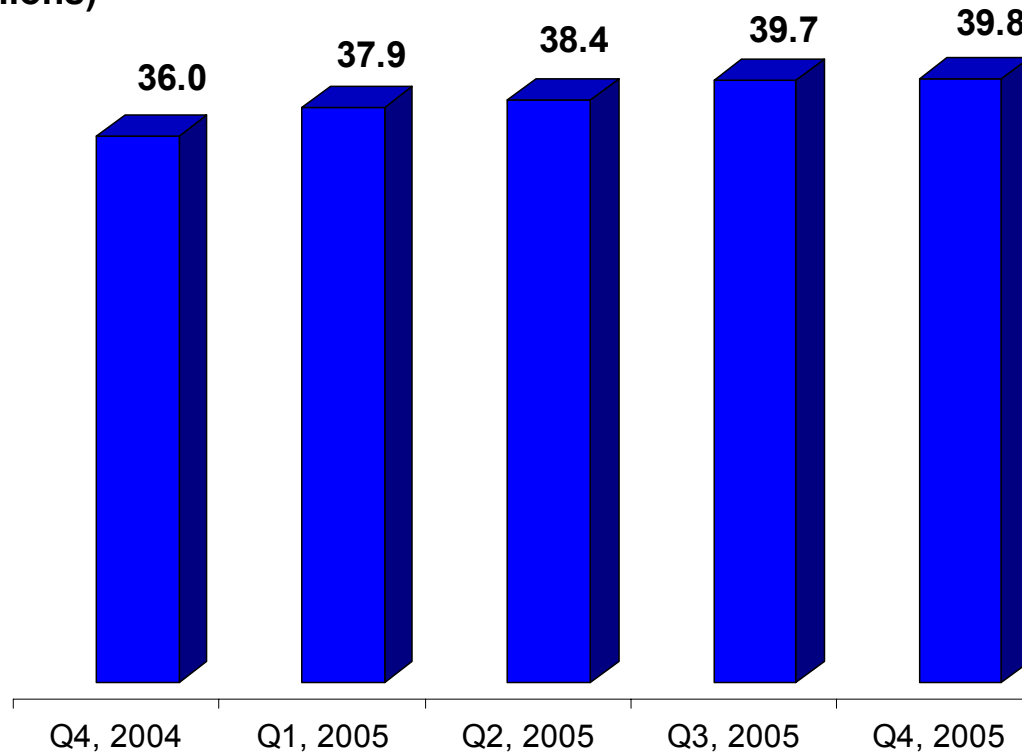
1. Hedge funds are included in Mutual Fund Assets Under Management (hedge funds are not reported within IFIC data).



Mackenzie Mutual Fund Assets Under Management

- ◆ *The average balance of mutual fund assets under management increased by 0.3% during Q4, 2005 relative to Q3, 2005, and increased by 10.4% relative to Q4, 2004.*

Average Mackenzie Mutual Fund Assets Under Management¹
(\$ Billions)



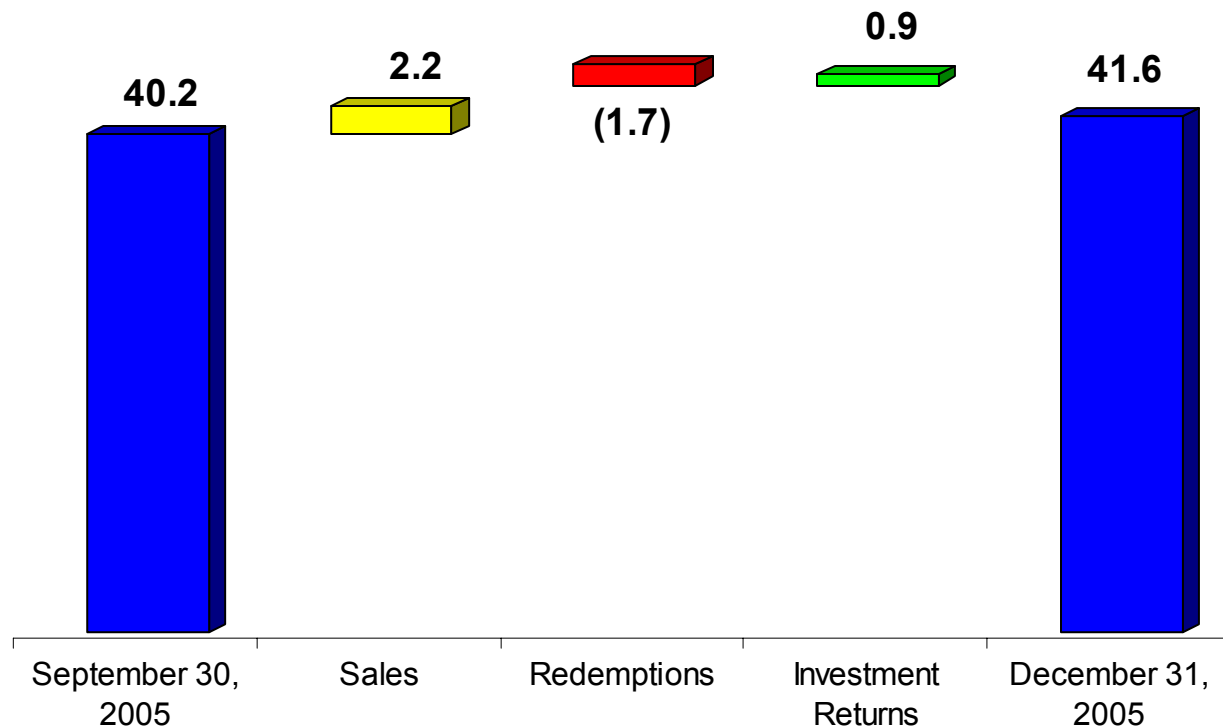
1. Hedge funds are included in Mutual Fund Assets Under Management (hedge funds are not reported within IFIC data).



Mackenzie Mutual Fund Assets Under Management

- ◆ *Mackenzie's mutual fund assets under management increased by 3.5% during Q4, 2005, driven by net sales and investment returns.*

Mackenzie Mutual Fund Assets Under Management (\$ Billions) ¹



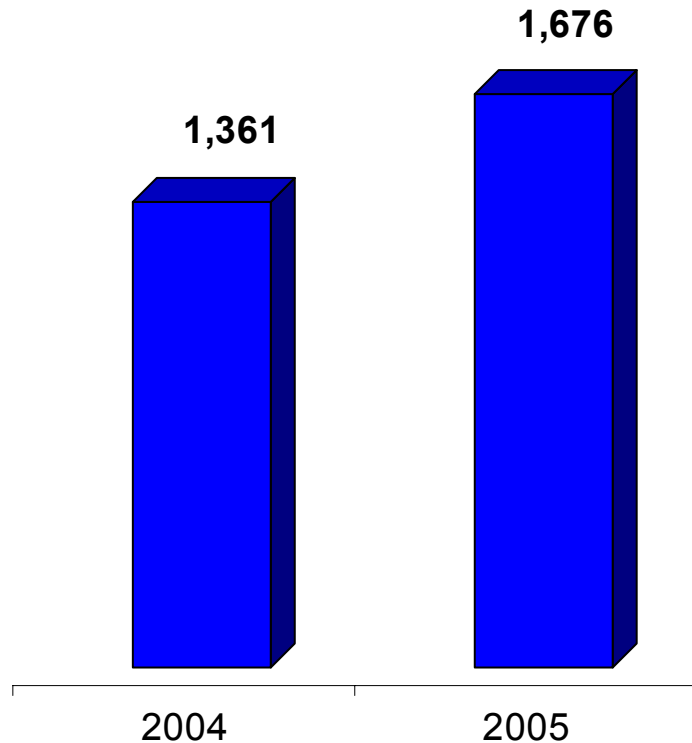
1. Hedge funds are included in Mutual Fund Assets Under Management (hedge funds are not reported within IFIC data).



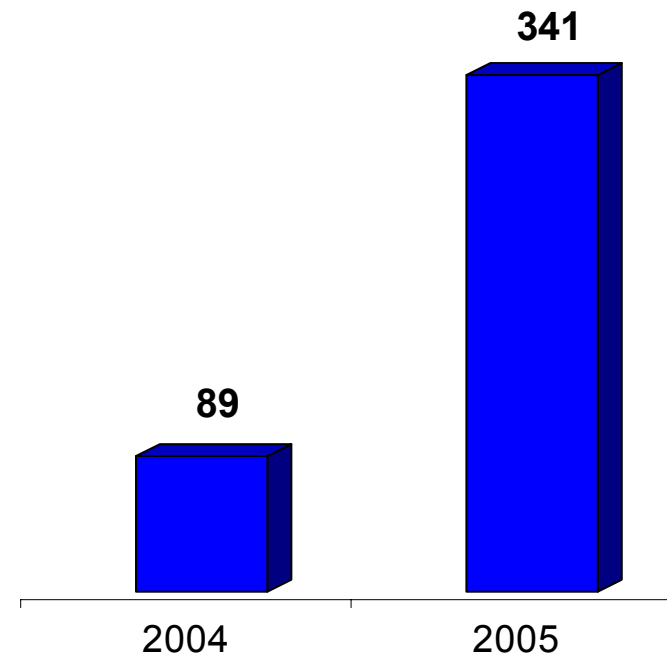
Mackenzie Mutual Fund Sales

- ◆ *Mackenzie's long term mutual fund sales increased by 23.1% during Q4, 2005 relative to Q4, 2004 and net sales of long term funds increased 283.1%.*

Mackenzie Gross Sales of Long Term Funds¹
Quarters ended December 31 (\$ Millions)



Mackenzie Net Sales of Long Term Funds¹
Quarters ended December 31 (\$ Millions)



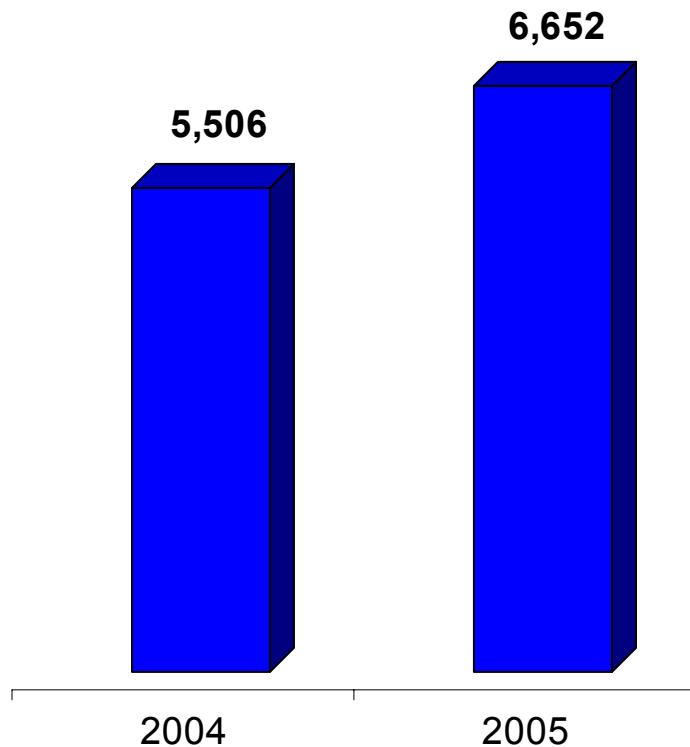
1. Hedge funds are included in Mutual Fund Sales (hedge funds are not reported within IFIC data).



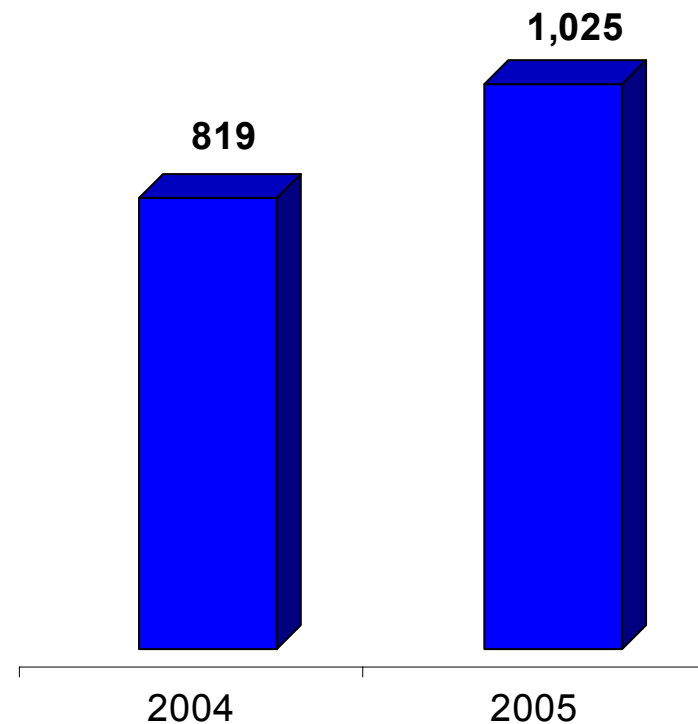
Mackenzie Mutual Fund Sales

- ◆ *Mackenzie's gross sales of long term funds increased 20.8% and net sales of long term funds increased 25.2%*

Mutual Fund Gross Sales of Long Term Funds¹
Year ended December 31 (\$ Millions)



Mutual Fund Net Sales of Long Term Funds¹
Year ended December 31 (\$ Millions)



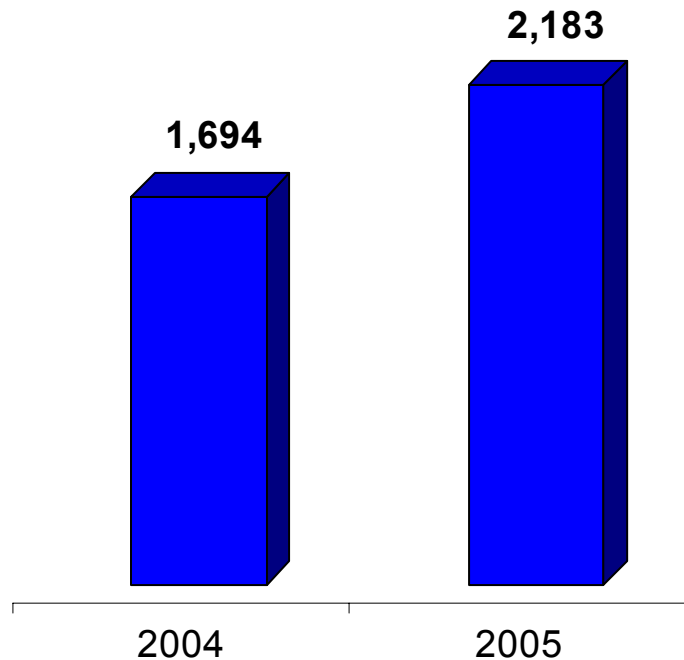
1. Hedge funds are included in Mutual Fund Sales (hedge funds are not reported within IFIC data).



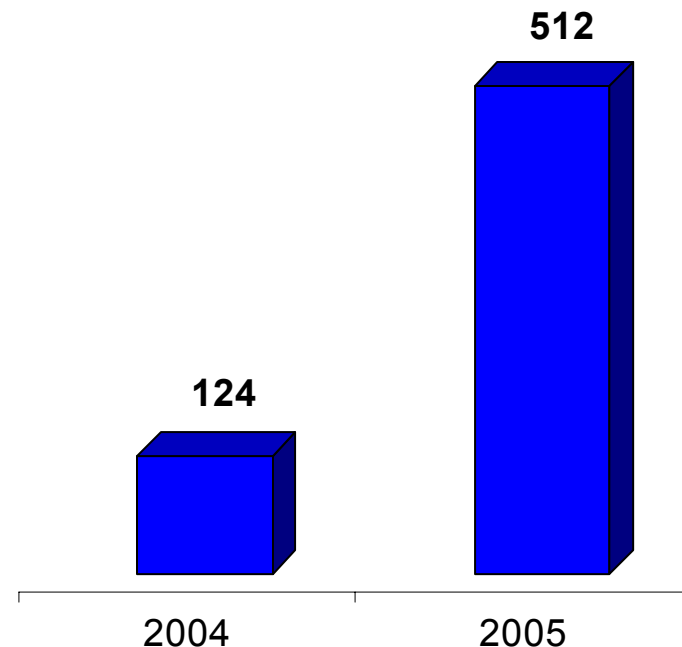
Mackenzie Mutual Fund Sales

- ◆ *Mackenzie's gross sales increased 28.9% during Q4, 2005 relative to Q4, 2004 and net sales increased by 316.3% to \$512 million.*

Mutual Fund Gross Sales (including money market) ¹
Quarters ended December 31 (\$ Millions)



Mutual Fund Net Sales (including money market) ¹
Quarters ended December 31 (\$ Millions)



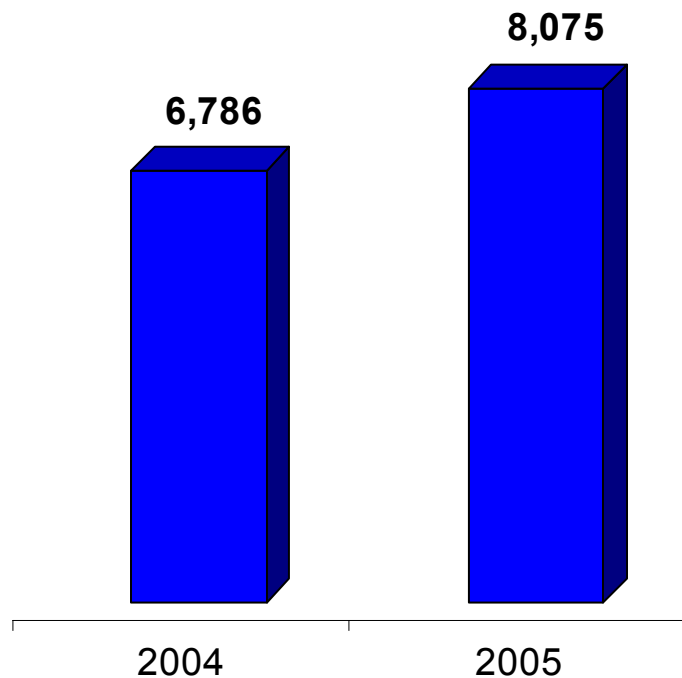
1. Hedge funds are included in Mutual Fund Sales (hedge funds are not reported within IFIC data).



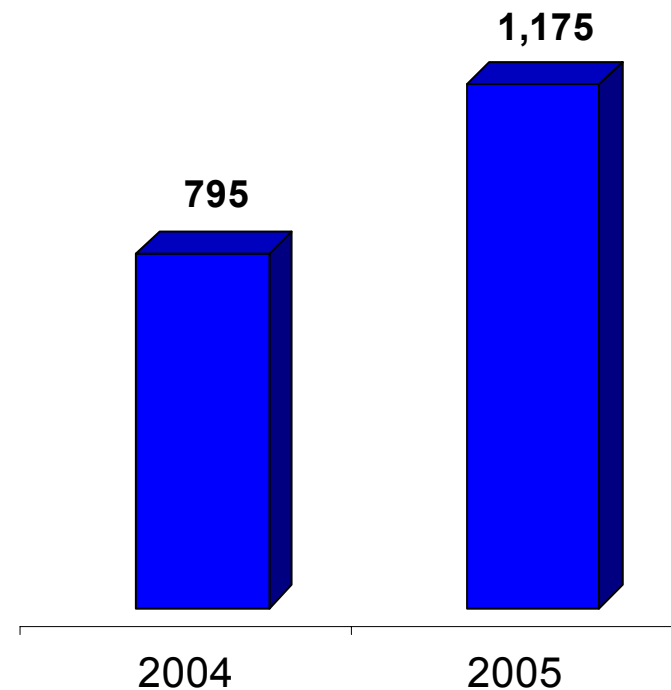
Mackenzie Mutual Fund Sales

- ◆ *Mackenzie's gross sales increased 19.0% during 2005 relative to 2004 and net sales increased 47.7%.*

Mutual Fund Gross Sales (including money market) ¹
Years ended December 31 (\$ Millions)



Mutual Fund Net Sales (including money market) ¹
Years ended December 31 (\$ Millions)



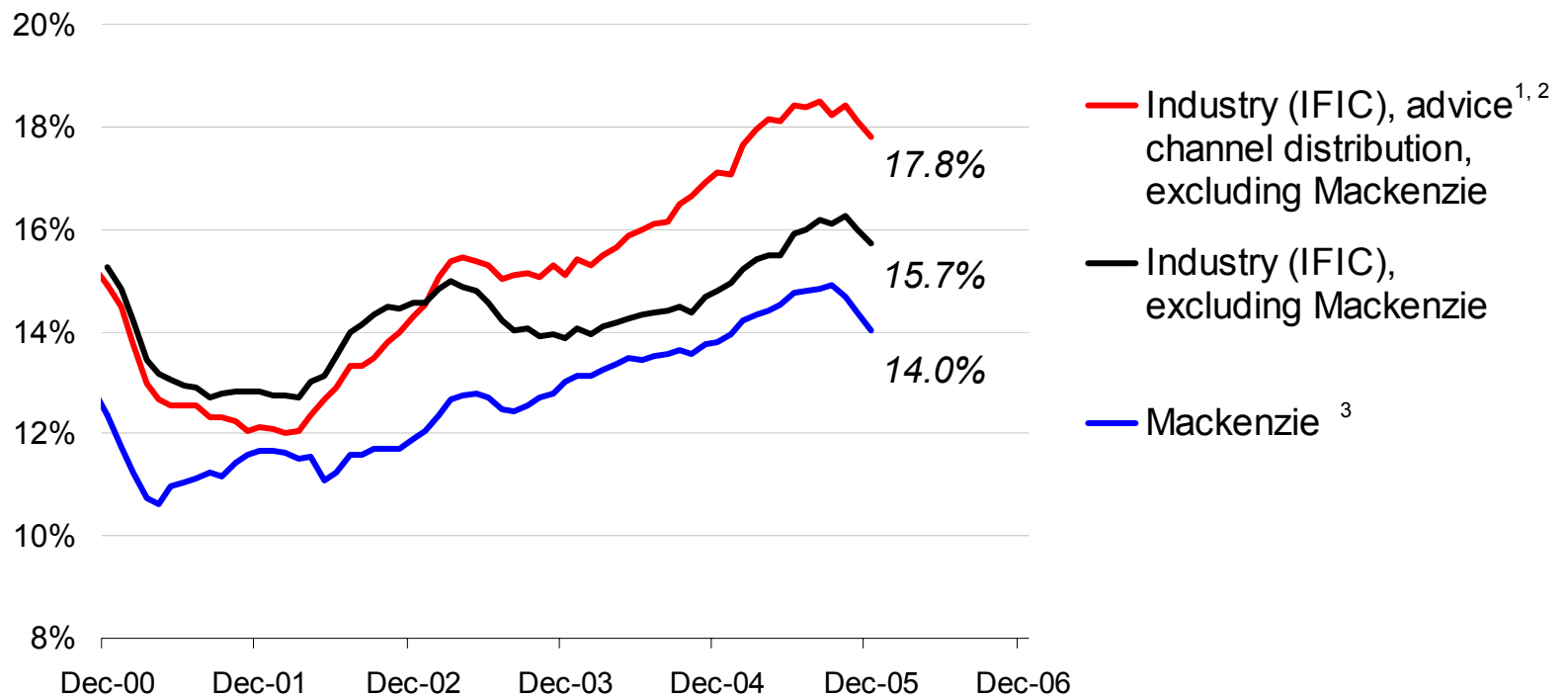
1. Hedge funds are included in Mutual Fund Sales (hedge funds are not reported within IFIC data).



Mackenzie Mutual Fund Redemption Rate

- ◆ *Mackenzie's redemption rate on long term assets is below the industry rate.*

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



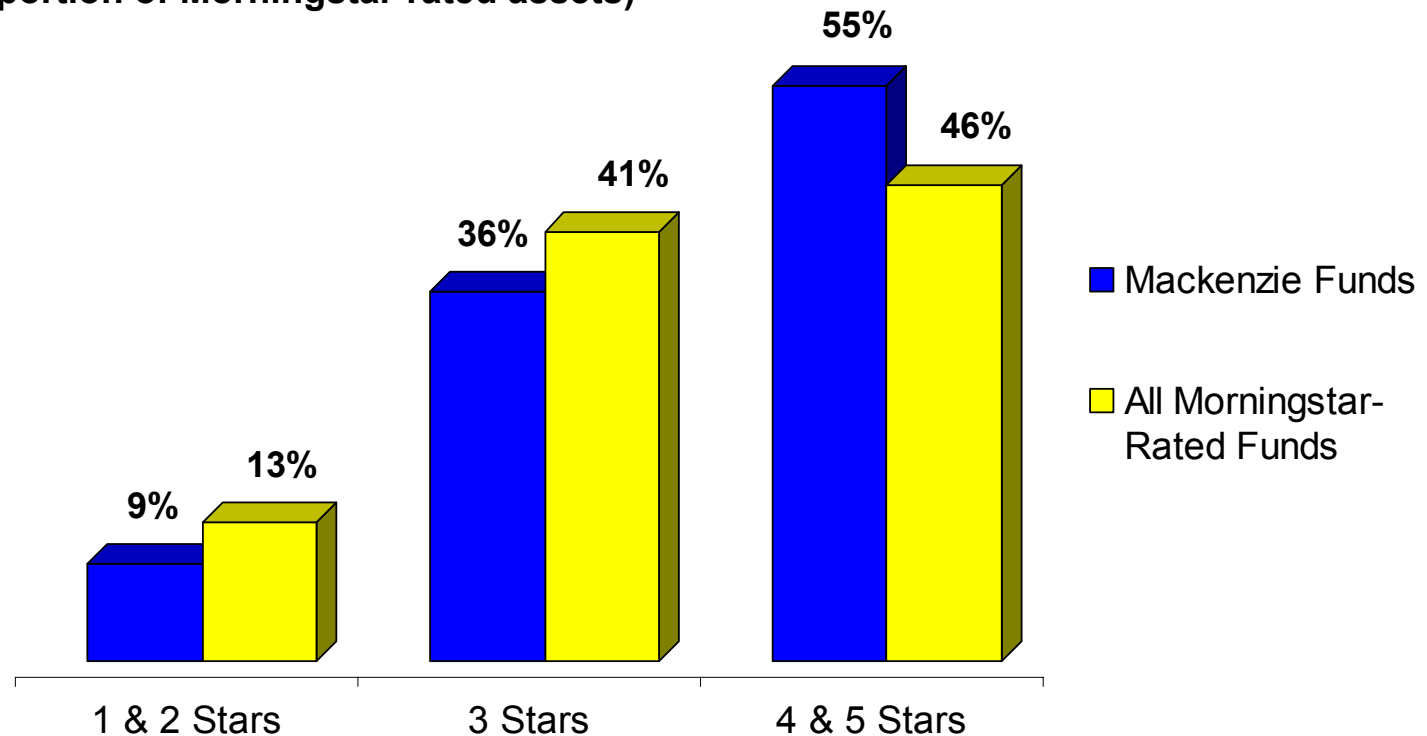
1. Advice channel distribution represents total industry reported by IFIC, excluding Investors Group, Mackenzie, deposit takers and direct distributors.
2. Advice channel has been adjusted to exclude an extraordinary redemption of \$884 million from AGF during January, 2005, an extraordinary redemption of \$364 million from Fidelity during June, 2005, and an extraordinary redemption of \$50 million from Clarington during July, 2005.
3. Mackenzie has been retroactively restated to include Maxxum redemptions (Maxxum operations were transferred to Mackenzie October 5, 2001), and has been adjusted to remove redemptions of \$78.3 million during September, 2005 reflecting re-balancing by a related financial institution.



Mackenzie Investment Performance

- ◆ **55% of Mackenzie's mutual fund assets under management reside in funds with a 4 or 5 star Morningstar rating. This compares with 46% for the Morningstar-rated universe.**

Morningstar Ratings at December 31, 2005
(proportion of Morningstar-rated assets)



Source - Morningstar



Mackenzie Q4, 2005 Developments

Investment Management

Mackenzie Sentinel Income Trust Fund

- Income distributed monthly, distribution yield of approximately 6-7%.
- Suitable for investors with a moderate tolerance for risk seeking high monthly income.

Select Managers mandates internalized

- Jerry Javasky and Alan Pasnik replace Alliance Capital, Credit Suisse and Salomon Brothers as advisor to Mackenzie Select Managers USA Capital Class
- Mark Grammar replaces Credit Suisse as advisor to Mackenzie Select Managers Japan Capital Class.



Mackenzie Q4, 2005 Developments

Distribution

Mackenzie Cundill Value Fund one of the best selling funds in Canada

- Gross sales of \$451 million and net sales of \$376 million during Q4, 2005.

Print and internet advertising campaigns launched for RRSP season

- Burnrate^{ca} - “Can you afford to keep your life style?”
- Advice Matters

Changes to Keystone funds

- Dreman Value Management replaces AIM Trimark as advisor to Keystone AIM Trimark U.S. Companies Fund. Fund re-named Keystone Dreman U.S. Value Fund.
- Keystone AIM Trimark Canadian Equity Fund merged into Keystone Bissett Canadian Equity Fund.



