



# IGM FINANCIAL Q2, 2010 Results

---

August 5, 2010

STRENGTH | FOCUS | GROWTH

**IGM**  
Financial

# IGM Financial – Conference Call Participants

---

**Murray J. Taylor**

President & CEO,  
Investors Group

Co - President & CEO,  
IGM Financial

**Charles R. Sims**

President & CEO,  
Mackenzie

Co - President & CEO,  
IGM Financial

**Gregory D. Tretiak**

Executive Vice President  
& CFO,  
IGM Financial

# 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](http://www.sedar.com).

# 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 includes “Earnings before Interest and Taxes”.

We refer you to the appropriate reconciliation in the Management’s Discussion and Analysis of these non-GAAP financial measures to measures prescribed by GAAP.

# Documents Incorporated by Reference

Readers of this presentation are directed to the following documents relating to IGM Financial's results:

- IGM Financial Q2, 2010 financial results press release issued August 5, 2010. This press release includes financial highlights as well as a summary earnings statement.<sup>1</sup>
- IGM Financial Q2, 2010 consolidated financial statements and notes issued August 5, 2010.<sup>1</sup>
- IGM Financial Q2, 2010 Management Discussion and Analysis ("MD&A"), which will be issued within a week following the date of this presentation.<sup>1</sup>
- IGM Financial July, 2010 net sales press release issued August 4, 2010.
- IGM Financial 2009 Annual Report which was issued on March 24, 2010.

Each of these documents are made available on the Company's website at [www.igmfinc.com](http://www.igmfinc.com) and also at [www.sedar.com](http://www.sedar.com).



1. Effective in the second quarter of 2010, IGM Financial adopted certain changes in terminology to report earnings. The term "Net earnings" replaces "Net income", "Earnings before Interest & Taxes" replaces "Operating Income before Interest & Taxes" and the financial statement title "Consolidated Statements of Earnings" replaces "Consolidated Statements of Income". These terms are used throughout the various public disclosure documents referred to above. This change was made to standardize the nomenclature within the Power group of companies.

- 1. Highlights**

2. Investors Group

3. Mackenzie

# IGM Financial Highlights – Earnings

- *IGM Financial's Net Earnings increased by 23.9% during the second quarter of 2010 relative to the second quarter of 2009, and have increased by 28.7% year to date.*

	<u>Three months ended June 30</u>			<u>Six months ended June 30</u>		
	<u>2009</u>	<u>2010</u>	<u>Change</u>	<u>2009</u>	<u>2010</u>	<u>Change</u>
Net Earnings (millions)	\$ 144.5	\$ 179.1	23.9%	\$ 278.0	\$ 357.8	28.7%
Earnings Per Share (diluted)	\$ 0.55	\$ 0.68	23.6%	\$ 1.05	\$ 1.36	29.5%
Dividends Per Share	\$0.5125	\$0.5125	-	\$ 1.025	\$ 1.025	-

# IGM Financial Highlights – Gross Sales

- *IGM Financial had gross sales of \$4.7 billion during the second quarter and \$9.8 billion year to date.*

## IGM Financial Investment Product Gross Sales (\$ Millions)

	Three months ended June 30, 2010				Six months ended June 30, 2010			
	Investors Group	Mackenzie	Counsel	IGM Financial	Investors Group	Mackenzie	Counsel	IGM Financial
Long term mutual funds	1,150	1,570	104	<b>2,824</b>	2,843	3,003	223	<b>6,069</b>
Short term mutual funds	166	142	10	<b>318</b>	353	295	24	<b>672</b>
Total mutual funds	1,316	1,712	114	<b>3,142</b>	3,196	3,298	247	<b>6,741</b>
Institutional		1,632 <sup>1</sup>		<b>1,557<sup>1</sup></b>		3,273 <sup>1</sup>		<b>3,077<sup>1</sup></b>
Total	<u>1,316</u>	<u>3,344</u>	<u>114</u>	<b><u>4,699</u></b>	<u>3,196</u>	<u>6,571</u>	<u>247</u>	<b><u>9,818</u></b>

1. Includes sub-advisory mandates of Mackenzie to mutual funds managed by Investors Group and Counsel. These mandates had gross sales of \$75 million during the three month period ended June 30, 2010 and \$196 million during the six month period ended June 30, 2010.

# IGM Financial Highlights – Net Sales

- *IGM Financial had net redemptions of \$621 million during Q2, 2010 and net sales of \$39 million year to date.*

## IGM Financial Investment Product Net Sales (\$ Millions)

	Three months ended June 30				Six months ended June 30			
	Investors Group	Mackenzie	Counsel	IGM Financial	Investors Group	Mackenzie	Counsel	IGM Financial
Long term mutual funds	(57)	(86)	27	(116)	508	(268)	81	321
Short term mutual funds	(46)	(80)	6	(120)	(50)	(246)	13	(283)
Total mutual funds	(103)	(166)	33	(236)	458	(514)	94	38
Institutional		(350) <sup>1</sup>		(385) <sup>1</sup>		99 <sup>1</sup>		1 <sup>1</sup>
Total	(103)	(516)	33	(621)	458	(415)	94	39

1. Includes sub-advisory mandates of Mackenzie to mutual funds managed by Investors Group and Counsel. These mandates had net sales of \$35 million during the three month period ended June 30, 2010 and \$98 million during the six month period ended June 30, 2010.

# IGM Financial Highlights – Assets Under Management

- IGM Financial's assets under management increased by 5.5% during the year ended June 30, 2010.

(\$ Billions)	Jun 30, 2009	Sep 30, 2009	Dec 31, 2009	Mar 31, 2010	Jun 30, 2010	Change	
						Last Quarter	Last Year
<b>Assets Under Management (as at end of period)</b>							
<b>IGM Financial</b>	<b>109.6</b>	<b>117.9</b>	<b>120.5</b>	<b>123.4</b>	<b>115.7</b>	<b>(6.2%)</b>	<b>5.5%</b>
Investors Group	52.5	56.6	57.7	59.2	55.5	(6.3%)	5.7%
Mackenzie <sup>1,2</sup>	57.8	62.0	63.6	64.9	60.9	(6.1%)	5.3%
Counsel <sup>1</sup>	1.8	2.0	2.1	2.3	2.2	(3.7%)	18.1%
<b>Average Assets Under Management (for the period ended)</b>							
<b>IGM Financial</b>	<b>105.9</b>	<b>113.1</b>	<b>118.4</b>	<b>120.7</b>	<b>120.6</b>	<b>-</b>	<b>13.9%</b>
Investors Group	50.4	54.2	56.5	57.7	57.9	0.2%	14.7%
Mackenzie <sup>1,2</sup>	56.0	59.5	62.5	63.6	63.4	(0.3%)	13.2%
Counsel <sup>1</sup>	1.8	1.9	2.1	2.2	2.2	2.6%	25.2%

1. Includes certain items not included within reporting to the Investment Funds Institute of Canada ("IFIC"). These items include the Mackenzie Alternative Strategies Fund and investments of certain Counsel funds in the units of mutual funds managed by other members of IFIC.

2. Includes sub-advisory mandates of Mackenzie to mutual funds managed by Investors Group or Counsel. These mandates had assets under management of \$2.8 billion at June 30, 2010.

# Operating Environment – Industry Sales Mix

- *The industry experienced modest net sales of long term funds during Q2, 2010 and net redemptions when money market funds are included.*

## Industry Mutual Fund Net Sales by Primary Distribution Emphasis (\$ Billions) Three months ended June 30

	Long Term Funds			Total Funds		
	2009	2010	Change	2009	2010	Change
<b>Gross Sales</b>						
Advice	10.8	14.0	28.9%	12.5	15.2	21.1%
Deposit takers	8.7	11.0	26.0%	24.5	17.4	(29.1%)
Direct	0.8	0.9	28.6%	1.1	1.3	24.0%
Total	20.3	25.9	27.6%	38.1	33.9	(10.9%)
<b>Net Sales</b>						
Advice	0.1	(0.9)		(1.2)	(1.4)	
Deposit takers	3.0	1.9		1.6	(1.6)	
Direct	(0.1)	0.1		(0.1)	0.2	
Total	3.0	1.1		0.3	(2.8)	

Deposit Takers includes ATB Investment Management, BMO Financial Group (includes Guardian funds effective July, 2009); CIBC Asset Management (adjusted to exclude Talvest funds and CM funds); Ethical Funds; HSBC Investments; National Bank Securities (includes Altamira); Fonds Desjardins; RBC Asset Management; Scotia Securities and TD Asset Management. Direct includes Phillips, Hager & North; Sceptre Asset Management and Tradex Funds.

Source: IFIC, CI Investments is estimated (CI discontinued reporting to IFIC effective December 2008)

# Operating Environment – Industry Sales Mix

- There were net sales into long term income-oriented and balanced funds during Q2, 2010, consistent with 2009 trends. Equity funds continued to experience net redemptions during the quarter.

## Industry Mutual Fund Net Sales (\$ Billions)

	Q2, 2007	Q3, 2007	Q4, 2007	Q1, 2008	Q2, 2008	Q3, 2008	Q4, 2008	Q1, 2009	Q2, 2009	Q3, 2009	Q4, 2009	Q1, 2010	Q2, 2010
Income-oriented	2.0	0.1	(0.3)	(0.2)	1.0	(0.6)	(2.6)	1.1	3.2	3.4	4.3	4.4	0.6
<i>Share of Long Term</i>	30%	5%	(22%)	19%	148%	28%	32%	266%	103%	74%	67%	40%	55%
Balanced	3.6	2.4	2.1	1.7	2.2	0.2	(2.7)	0.5	1.7	2.9	3.9	7.2	3.1
<i>Share of Long Term</i>	52%	82%	158%	(165%)	328%	(9%)	33%	122%	56%	64%	65%	65%	276%
Equity	1.2	0.4	(0.5)	(2.5)	(2.5)	(1.7)	(2.8)	(1.2)	(1.8)	(1.8)	(2.0)	(0.6)	(2.6)
<i>Share of Long Term</i>	18%	14%	(36%)	246%	(376%)	81%	34%	(288%)	(59%)	(38%)	(31%)	(5%)	(231%)
Total Long Term	6.8	3.0	1.3	(1.0)	0.7	(2.1)	(8.1)	0.4	3.0	4.5	6.2	11.0	1.1
Money market	1.1	(0.7)	5.6	8.9	3.4	(0.6)	(1.1)	3.2	(2.8)	(5.7)	(5.7)	(5.3)	(3.9)
Total	7.9	2.2	6.9	7.9	4.0	(2.7)	(9.2)	3.6	0.3	(1.3)	0.5	5.6	(2.8)

Source: IFIC

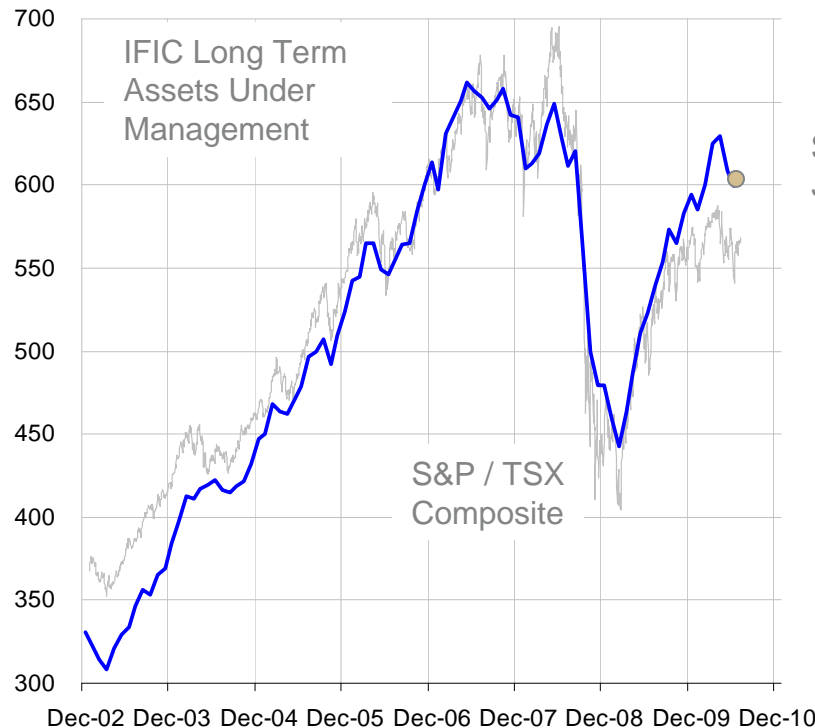
Classifications are based upon CIFSC categories.

"Money Market", "U.S. Money Market", and "Specialty and Miscellaneous" categories have been excluded. This equates to excluding the "Money Market" and "Mortgage" categories used by IFIC.

# Operating Environment – Financial Markets

- During Q2, 2010, industry long term mutual fund assets under management declined by 4.1% as a result of declines in global equity markets.

## Canadian Mutual Fund Industry Long Term Mutual Fund Assets Under Management (\$ Billions)

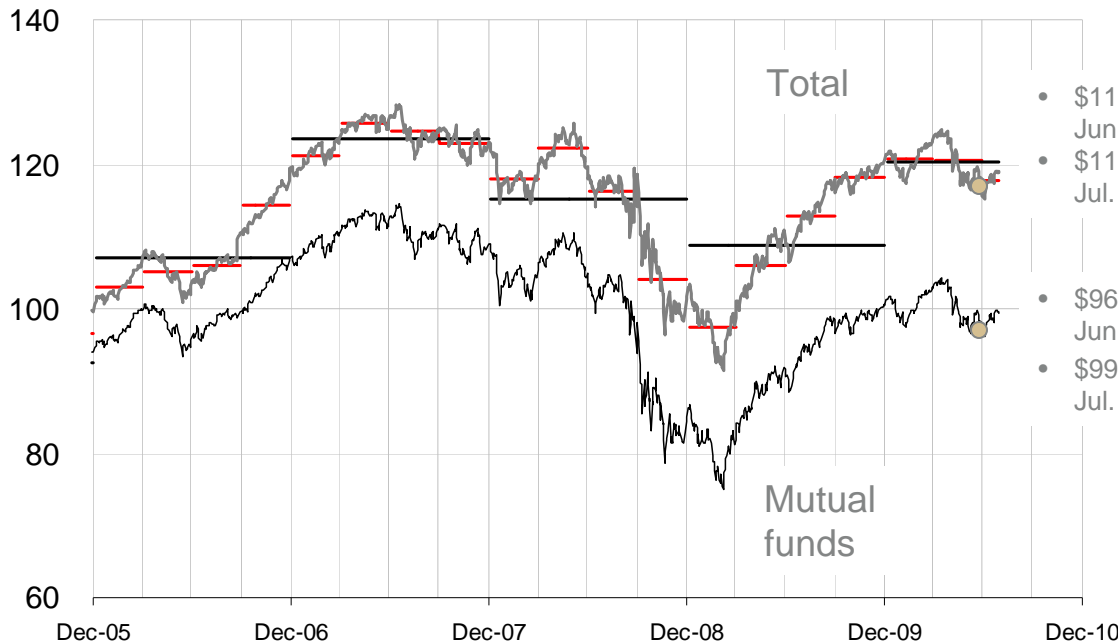


	Q2, 2010	Q3, 2010 at Aug. 4
IFIC Long Term Assets	(4.1%)	
S&P / TSX Composite	(6.2%)	4.9%
S&P 500	(11.9%)	9.4%
Dow Jones Industrial	(10.0%)	9.3%
Nasdaq Composite	(12.0%)	9.2%
FTSE 100	(13.4%)	9.5%
DAX	(3.1%)	6.1%
Nikkei 225	(15.4%)	1.1%
US dollar relative to CAD	4.8%	(4.3%)
Euro relative to CAD	(5.1%)	2.9%

# IGM Financial Highlights – Assets Under Management (\$ Billions)

- ◆ *Average total assets under management increased by 13.9% during Q2, 2010 relative to Q2, 2009.*
- ◆ *Average mutual fund assets under management increased by 14.0% during Q2, 2010 relative to Q2, 2009.*

Assets Under Management (\$ Billions) <sup>1,2</sup>



**Average Assets Under Management**

- \$115.7 at Jun. 30
- \$119.0 at Jul. 31
- \$96.5 at Jun. 30
- \$99.4 at Jul. 31

	Total	Mutual funds
Q2, 2010	120.6	100.5
Q2, 2010 versus Q2, 2009	13.9%	14.0%
Q2, 2010 versus Q1, 2010	-	0.1%
Q2, 2009	105.9	88.2
Q1, 2010	120.7	100.4

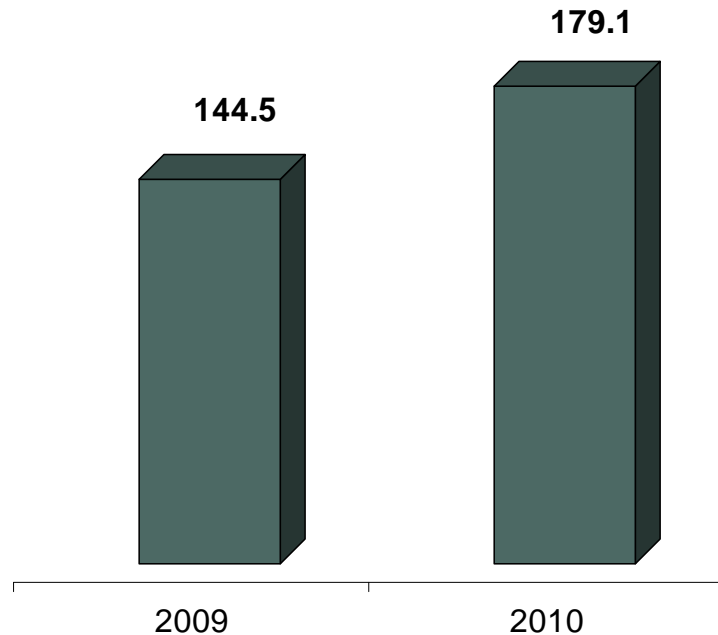
— Annual Average  
 — Quarterly Average

1. Includes institutional assets of 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).

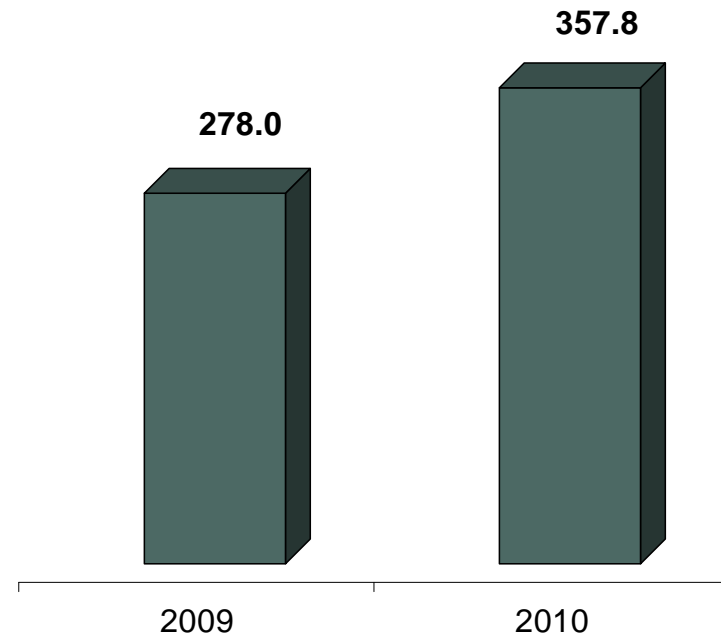
# IGM Financial Highlights – Earnings

- ◆ *IGM Financial's Net Earnings were \$179.1 million during Q2, 2010, an increase of 23.9% relative to Q2, 2009, and have increased by 28.7% year to date.*

Net Earnings  
Three months ended June 30  
(\$ Millions)



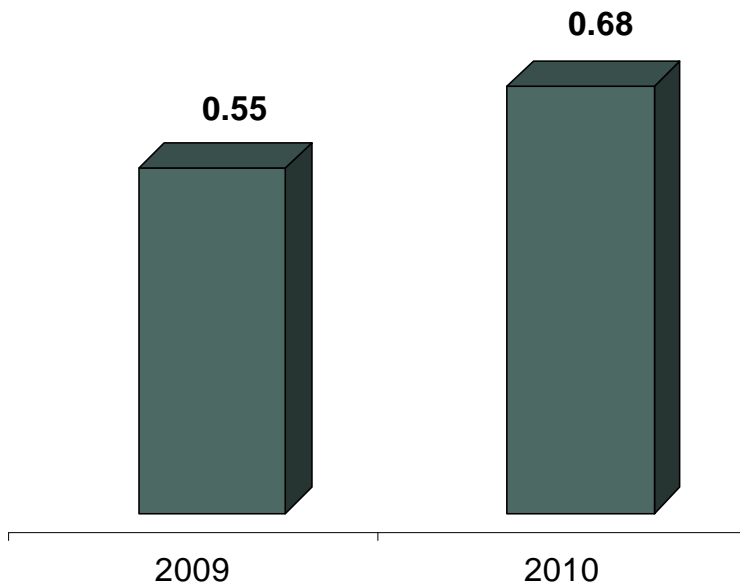
Net Earnings  
Six months ended June 30  
(\$ Millions)



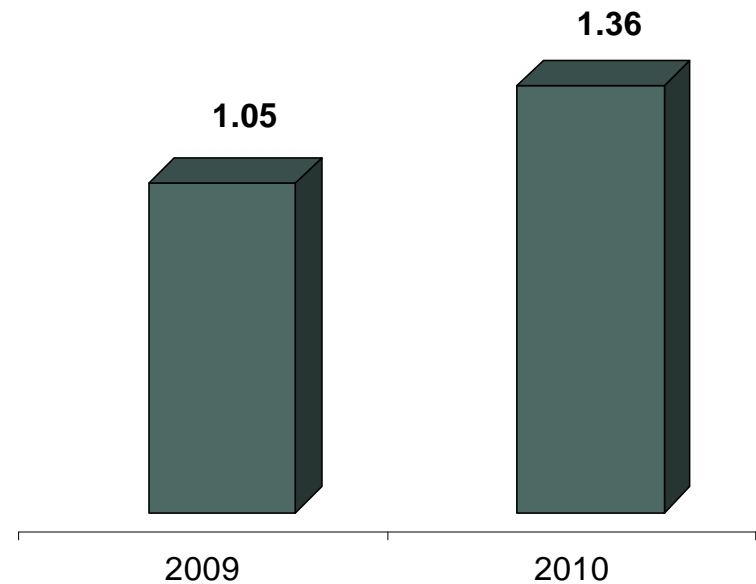
# IGM Financial Highlights – Earnings Per Share

- ◆ *IGM Financial's Earnings Per Share were 68 cents during Q2, 2010, an increase of 23.6% relative to Q2, 2009, and have increased by 29.5% year to date.*

Earnings Per Share  
Three months ended June 30  
(\$ Diluted)



Earnings Per Share  
Six months ended June 30  
(\$ Diluted)



1. Highlights

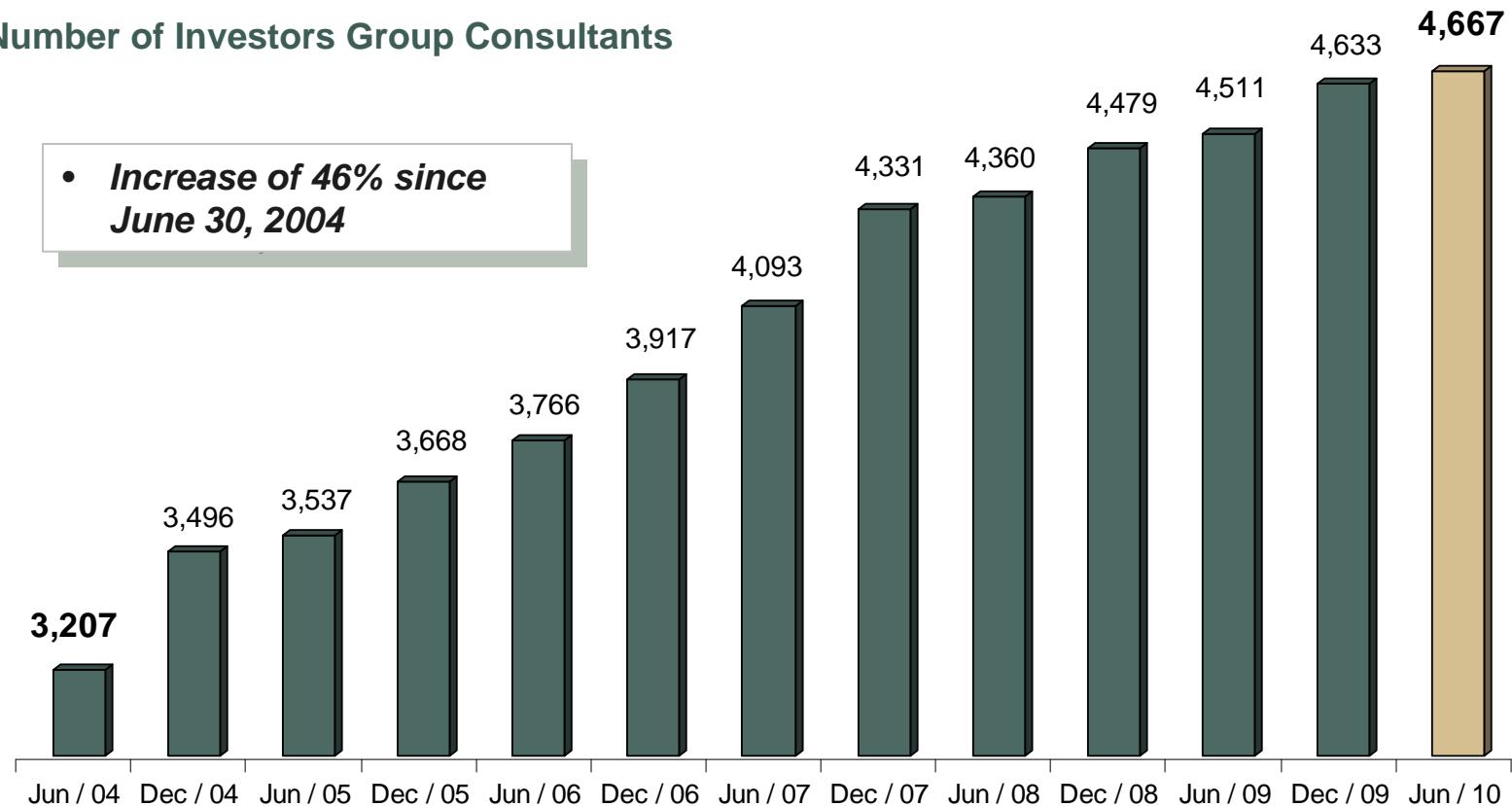
**2. Investors Group**

3. Mackenzie

# Investors Group Consultant Network

- At June 30, 2010, we've experienced growth in the Consultant Network for 24 consecutive quarters and an increase of 3.5% during the last twelve months.

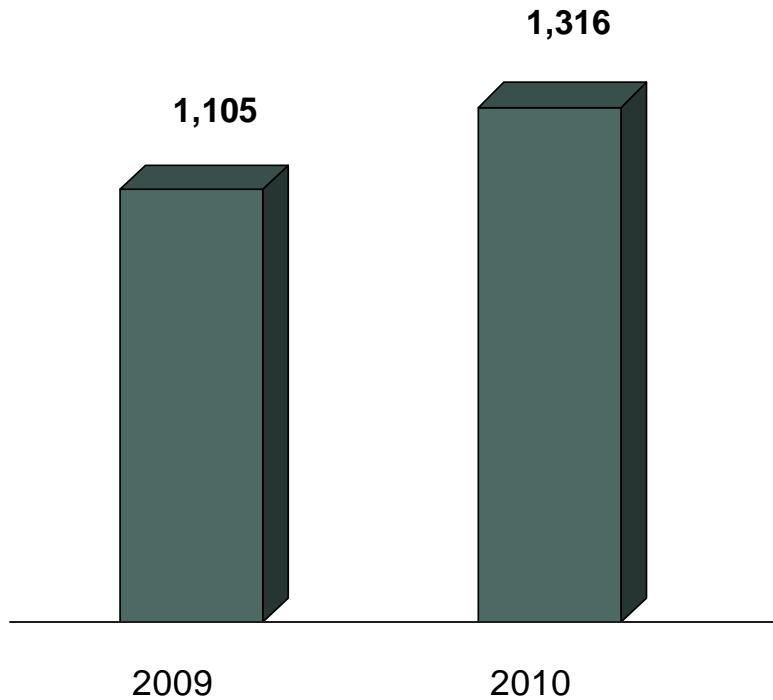
Number of Investors Group Consultants



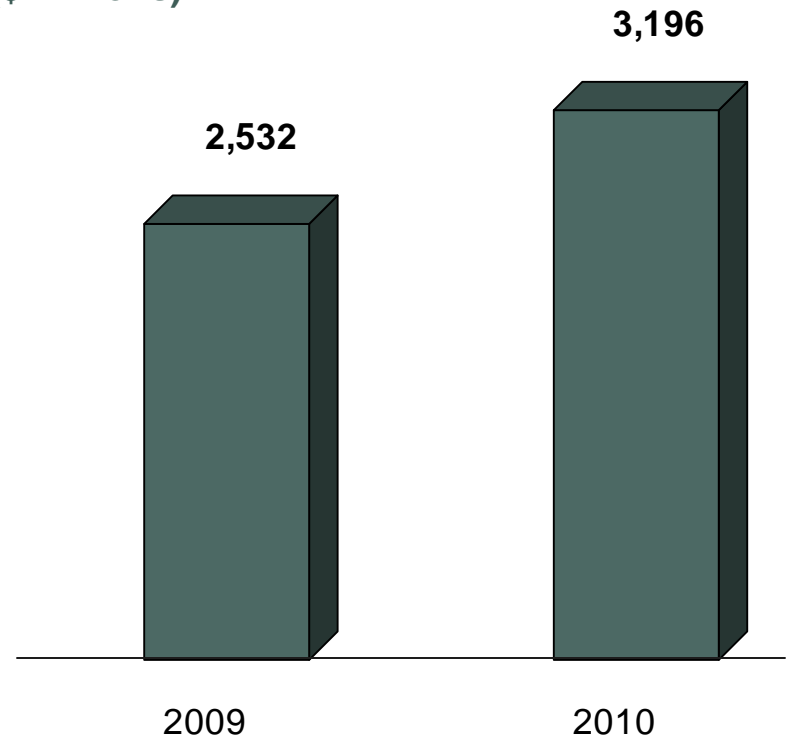
# Investors Group Mutual Fund Gross Sales

- ◆ *Investors Group's gross sales increased by 19% during Q2, 2010 relative to Q2, 2009, and increased by 26% year to date.*

Mutual Fund Gross Sales  
Three months ended June 30  
(\$ Millions)



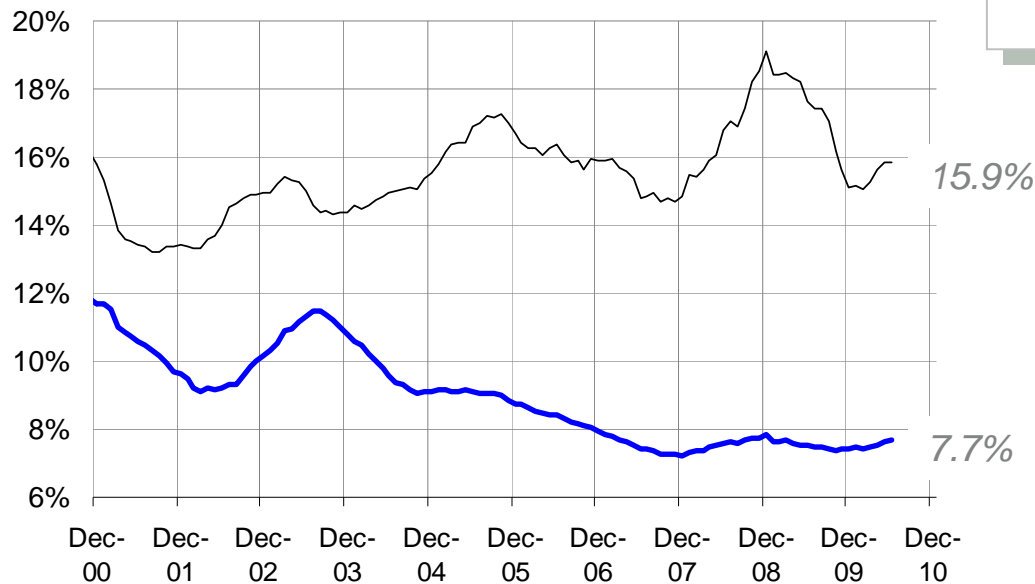
Mutual Fund Gross Sales  
Six months ended June 30  
(\$ Millions)



# Investors Group Mutual Fund Redemption Rate

- Investors Group's trailing twelve month redemption rate on long term mutual funds was 7.7% at June 30, 2010, close to the record low level of 7.3%.

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



### Quarterly Annualized Redemption Rate on Long Term Mutual Funds

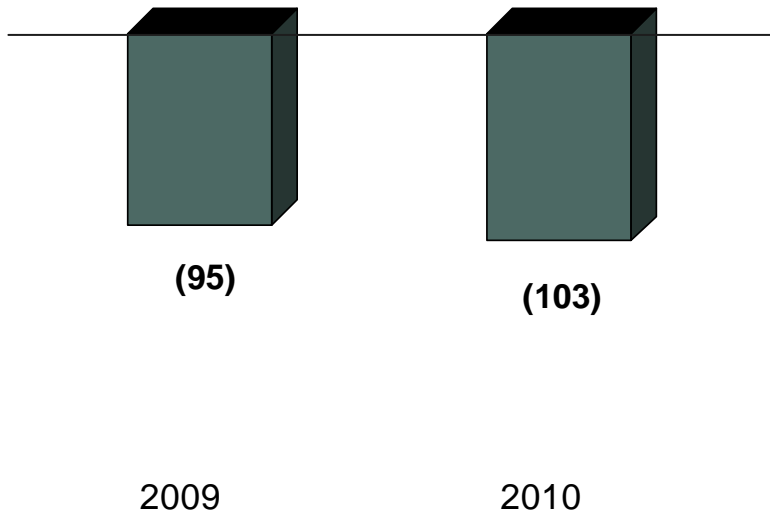
Q2, 2009	Q3, 2009	Q4, 2009	Q1, 2010	Q2, 2010
7.8%	6.5%	7.4%	8.1%	8.6%

— Industry (IFIC), excluding Investors Group<sup>2</sup>  
 — Investors Group<sup>1</sup>

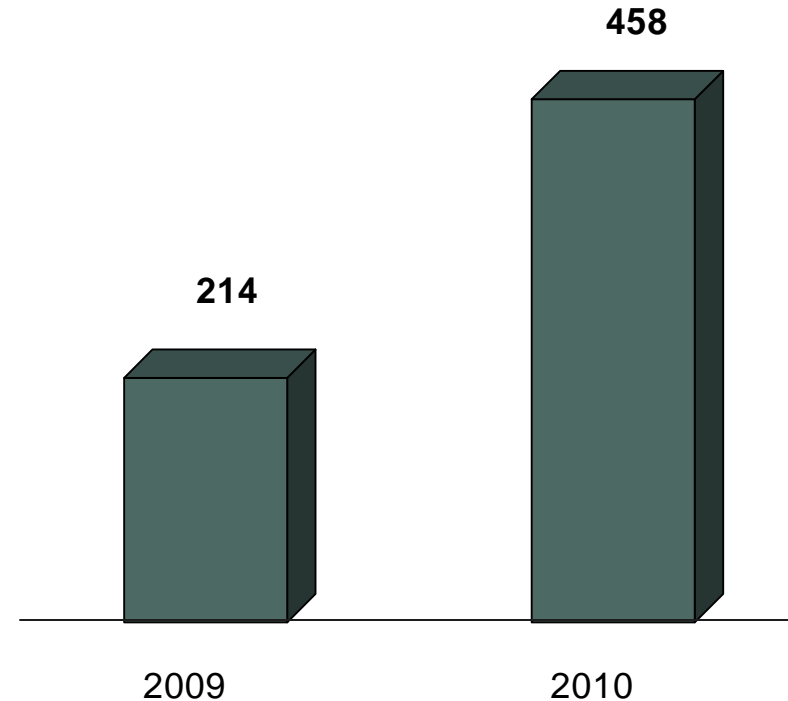
# Investors Group Mutual Fund Net Sales

- Investors Group experienced net redemptions of \$103 million during the second quarter of 2010 and has generated net sales of \$458 million year to date.

Mutual Fund Net Sales  
Three months ended June 30  
(\$ Millions)



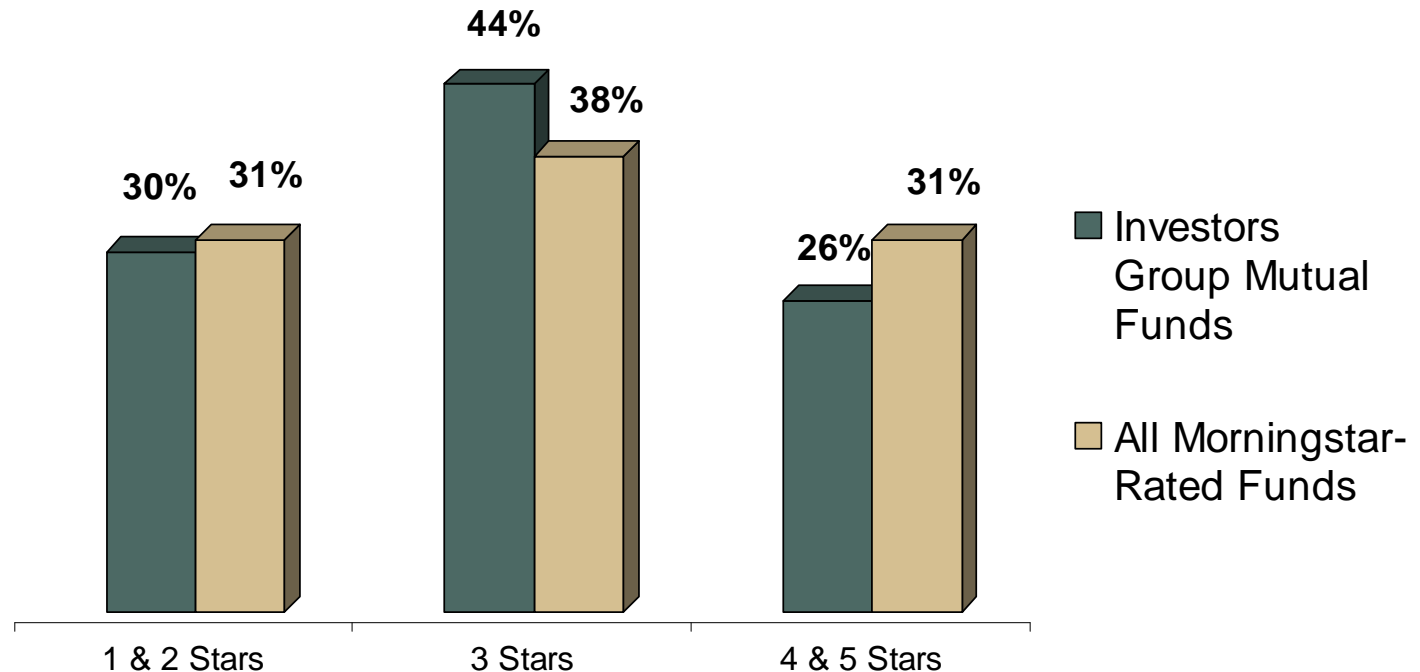
Mutual Fund Net Sales  
Six months ended June 30  
(\$ Millions)



# Investors Group Investment Performance

- 70% of mutual funds managed by Investors Group (Masterseries, partner and portfolio funds) were rated 3, 4 or 5 star by Morningstar at June 30, 2010, compared to 69% for all Morningstar-rated funds.

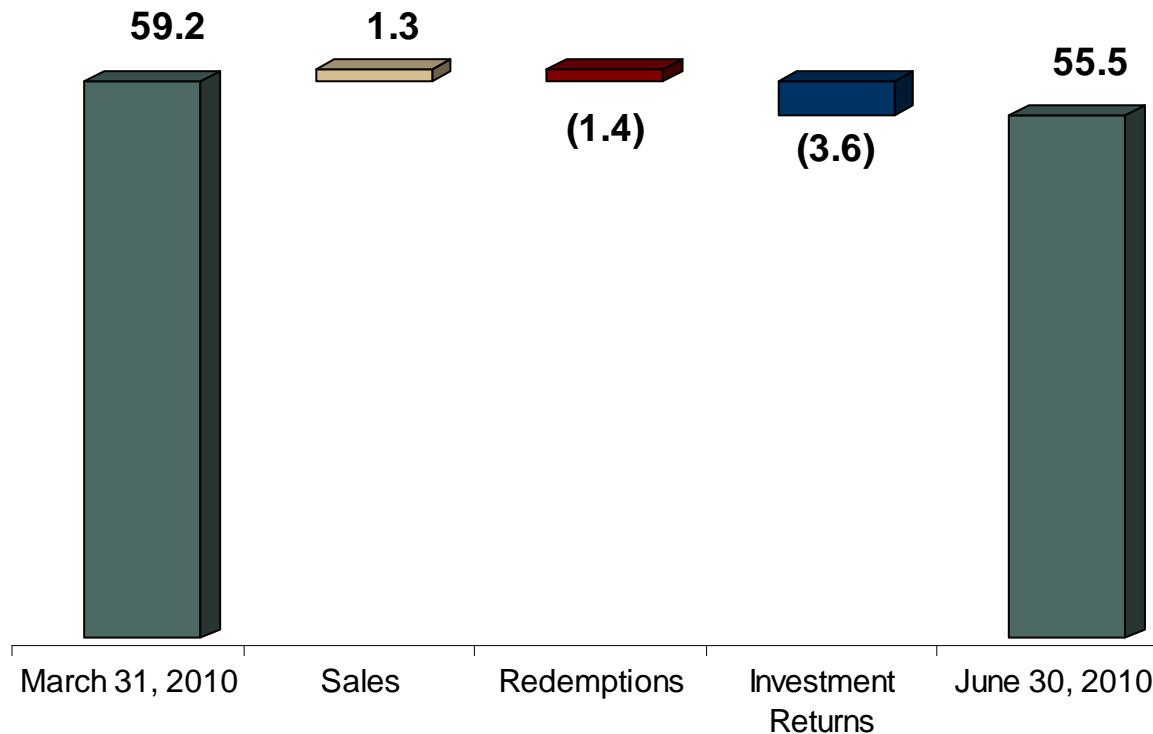
Morningstar Ratings as at June 30, 2010  
Proportion of Morningstar-rated funds



# Investors Group Mutual Fund Assets Under Management

- ◆ *Investors Group mutual fund assets decreased by 6.3% during the second quarter of 2010, primarily due to declines in global equity markets.*

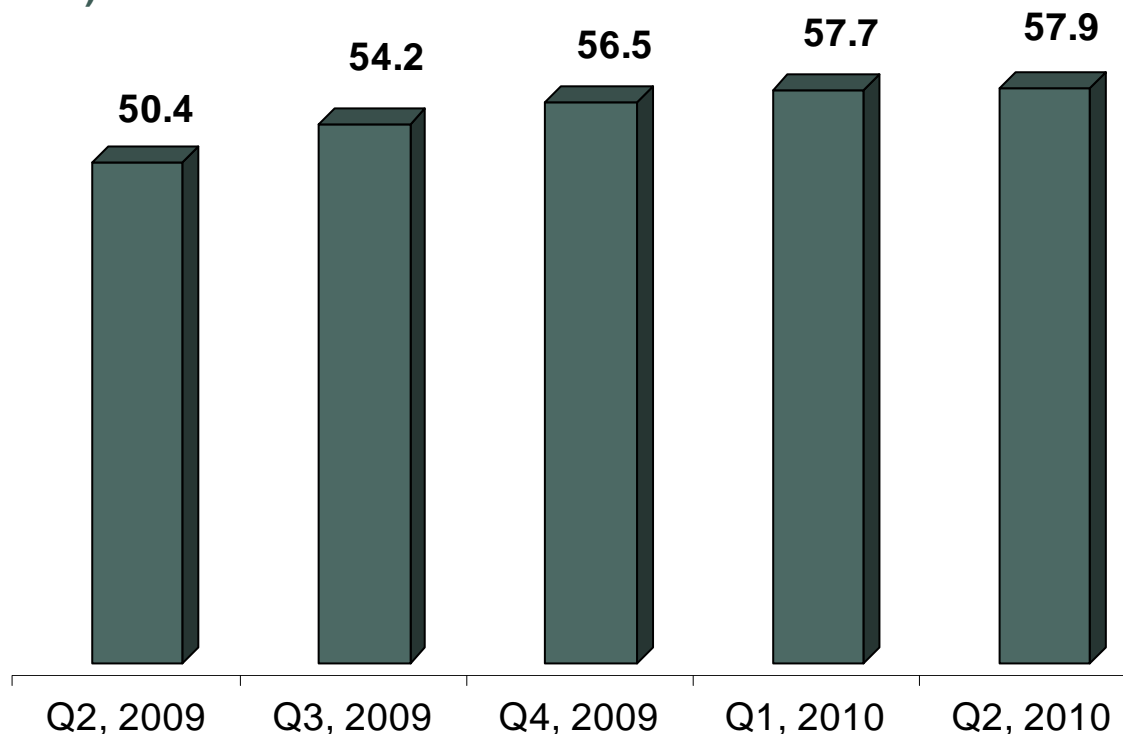
Change in Mutual Fund Assets Under Management  
(\$ Billions)



# Investors Group Mutual Fund Assets Under Management

- ◆ *The average balance of mutual fund assets under management increased by 14.7% relative to Q2, 2009.*

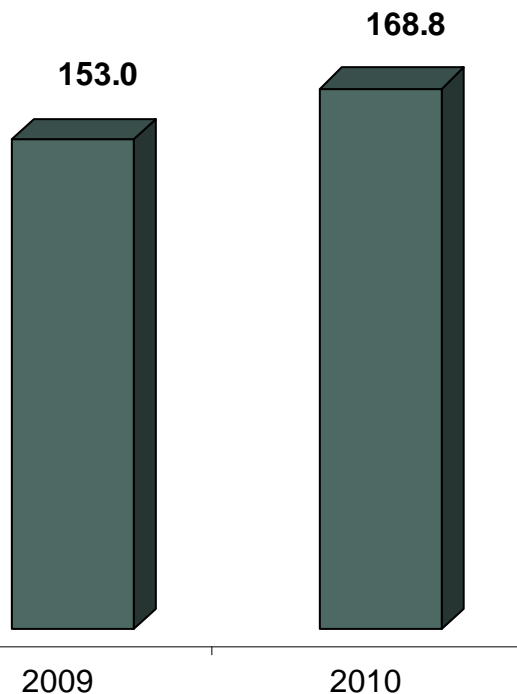
Average Mutual Fund Assets Under Management  
(\$ Billions)



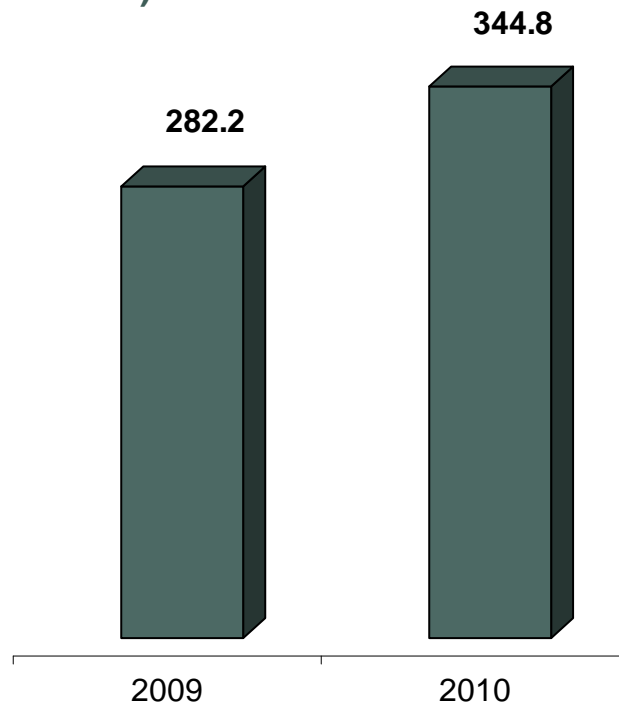
# Investors Group Earnings before Interest & Taxes

- ◆ *Investors Group's Earnings before Interest & Taxes increased by 10.3% during Q2, 2010 relative to Q2, 2009, and have increased by 22.2% year to date.*

Three months ended June 30  
(\$ Millions)



Six months ended June 30  
(\$ Millions)



# Investors Group Earnings before Interest & Taxes

- ◆ *Investors Group's Earnings before Interest & Taxes were \$168.8 million during Q2, 2010, an increase of 10.3% relative to Q2, 2009.*

Three months ended June 30

(\$ Millions, unless otherwise indicated)

	<u>2009</u>	<u>2010</u>	<u>Change</u>
Average mutual fund assets under management (\$ billions)	50.4	57.9	14.7%
Revenues			
Management fees	237.7	275.7	16.0%
Administration fees	51.2	54.7	6.8%
Distribution fees	36.6	44.9	22.7%
	<u>325.5</u>	<u>375.3</u>	15.3%
Net investment income and other	18.8	(1.0)	N/M
Total	<u>344.3</u>	<u>374.3</u>	8.7%
Expenses			
Commission amortization	44.5	45.8	2.9%
Other commissions	65.1	74.4	14.4%
Commissions	<u>109.6</u>	<u>120.2</u>	9.7%
Non-commission	81.7	85.3	4.4%
Total	<u>191.3</u>	<u>205.5</u>	7.4%
Earnings before interest and taxes	<u><b>153.0</b></u>	<u><b>168.8</b></u>	10.3%

# Investors Group Developments

## 1. Consultant Network Expansion

- 4,667 Consultants at June 30, 2010 reflects our largest historical Consultant network, with 24 consecutive quarters of growth and up 46% from June 30, 2004.
- Three new region offices announced to date for 2010 in Saskatoon, Thunder Bay and Belleville. 98 region offices across Canada, with 32 new regions introduced since June 30, 2004, an increase of 48%.

## 2. Value of Advice

- Ipsos Reid and the Investment Funds Institute of Canada (IFIC) recently published reports on significantly better outcomes for households who use a financial advisor compared to similar households who do not use a financial advisor.
- Ongoing surveys of Investors Group clients indicate a strong appreciation of the value of advice provided by our Consultants through varying economic cycles.

## 3. New International Equity Fund Launches

- IG FI U.S. Large Cap Equity Fund and IG FI International Equity Fund sub-advised by Fidelity .

## 4. Strong Insurance Sales

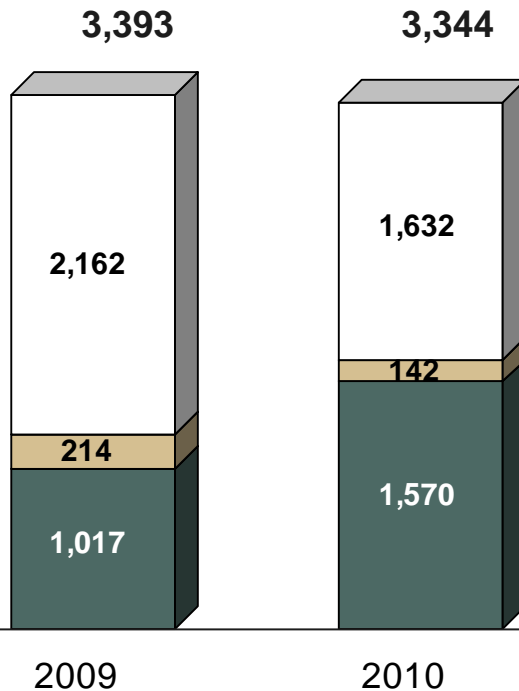
- New annualized premiums of \$14.2 million in Q2, 2010 (up 10% relative to Q2, 2009).

1. Highlights
2. Investors Group
- 3. Mackenzie**

# Mackenzie Gross Sales

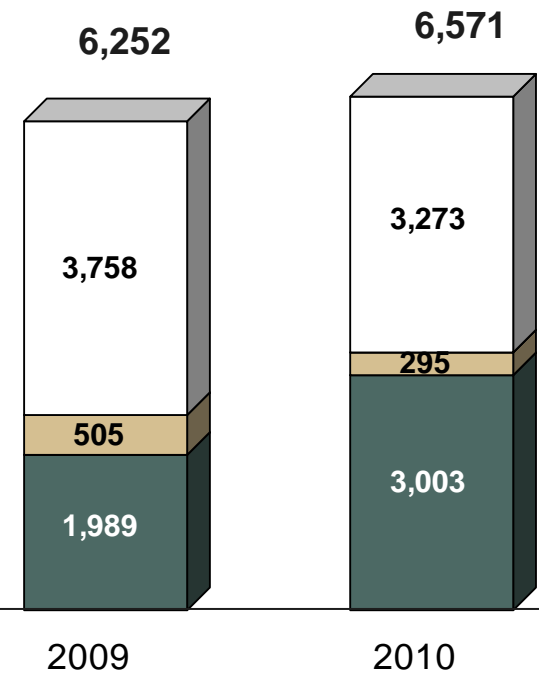
- *Mackenzie had gross sales of \$3.3 billion during the second quarter of 2010 and \$6.6 billion year to date.*

**Mackenzie Gross Sales of Investment Products  
Three months ended June 30  
(\$ Millions)**



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

- Sub-advised, Institutional & Other<sup>1</sup>
- Money Market Funds
- Long Term Funds

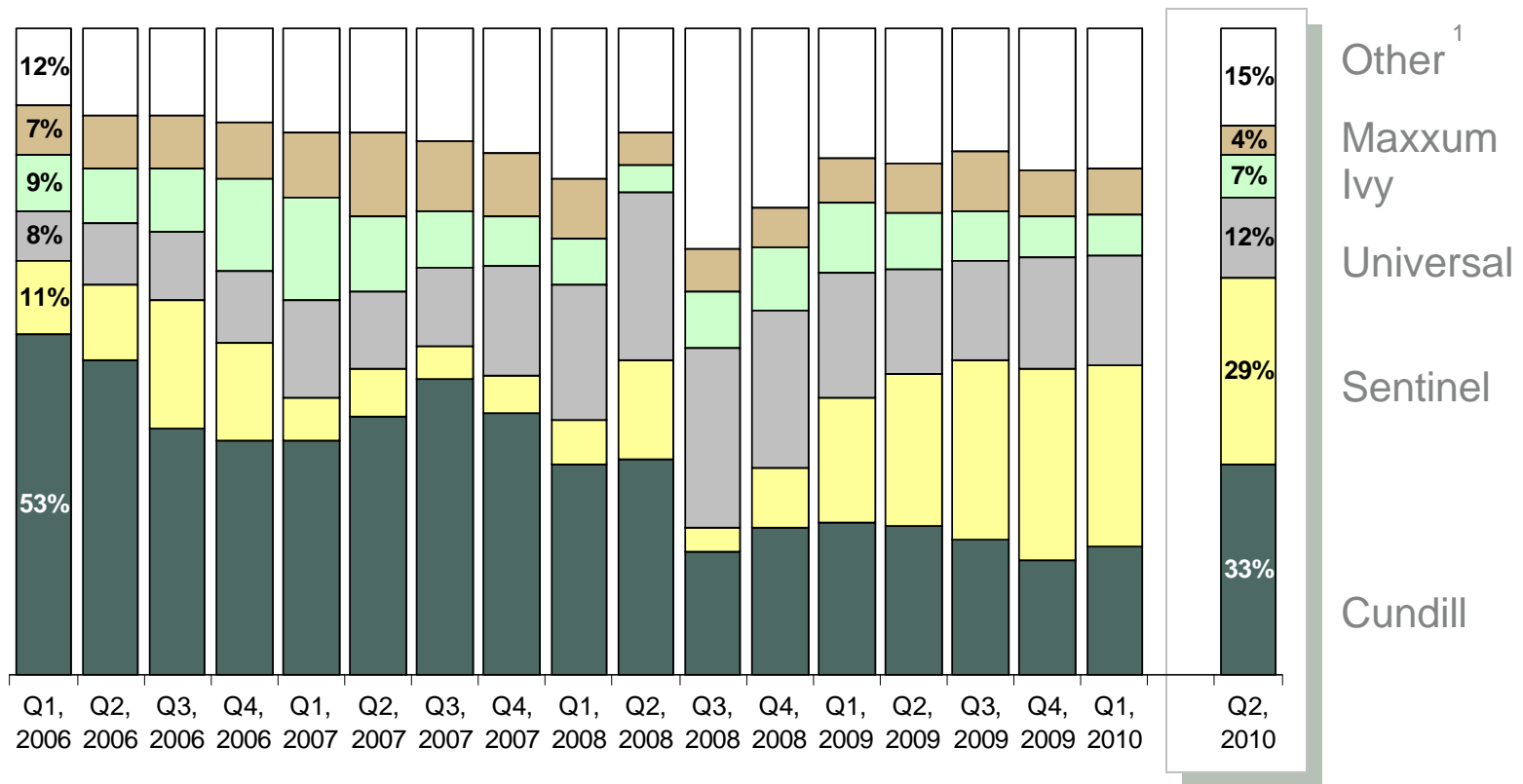


1. Includes sub-advisory mandates of Mackenzie to mutual funds managed by Investors Group and Counsel.

# Mackenzie Mutual Fund Gross Sales

- *Mackenzie's Sentinel and Cundill sub-brands represented 62% of Mackenzie's gross sales during Q2, 2010.*

Gross Sales Mix of Long Term Mutual Funds by Mackenzie Sub-Brand

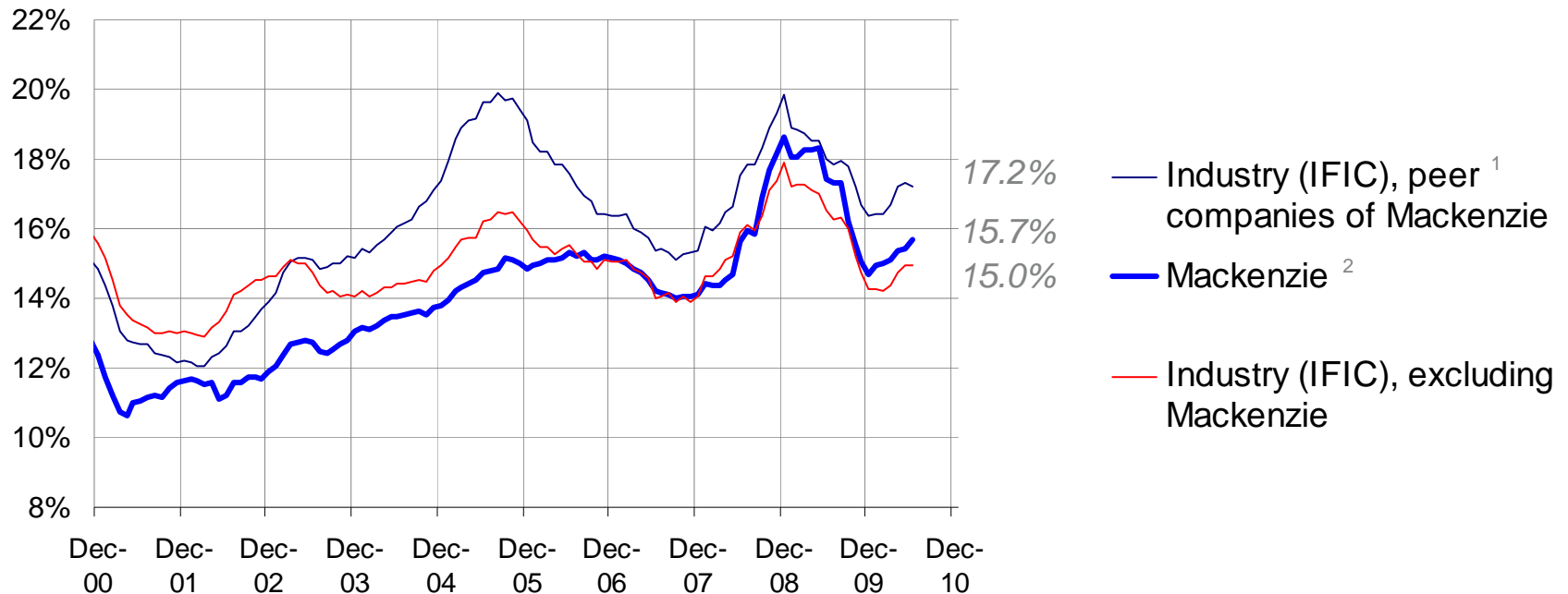


1. Includes Destination Funds, Founders Funds, Saxon, Symmetry, Quadrus and other funds.

# Mackenzie Mutual Fund Redemption Rate

- *Mackenzie's redemption rate on long term mutual funds of 15.7% is below its peer group average of 17.2%.*

## Redemption Rate on Long Term Mutual Funds <sup>3</sup> (Last Twelve Month Trailing % of Average Assets Under Management)



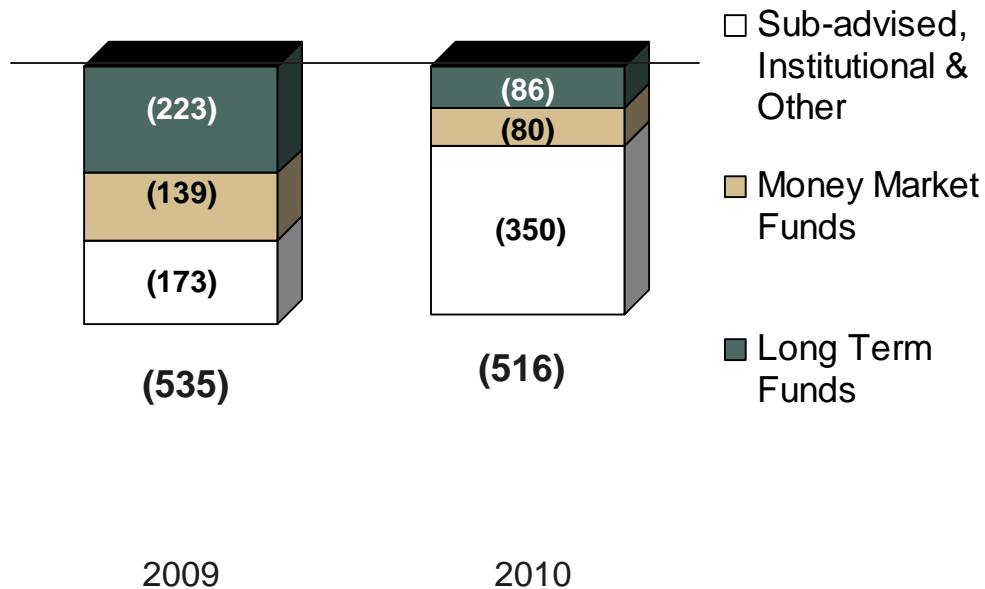
1. Represents total industry reported by IFIC, adjusted to exclude Mackenzie, Investors Group, deposit takers and direct distributors.
2. Mackenzie has been retroactively restated to include Maxxum redemptions (Maxxum operations were transferred to Mackenzie October 5, 2001).
3. All numbers have been retroactively restated to exclude CI Investments. CI discontinued reporting to IFIC during December, 2008.

Source: IFIC

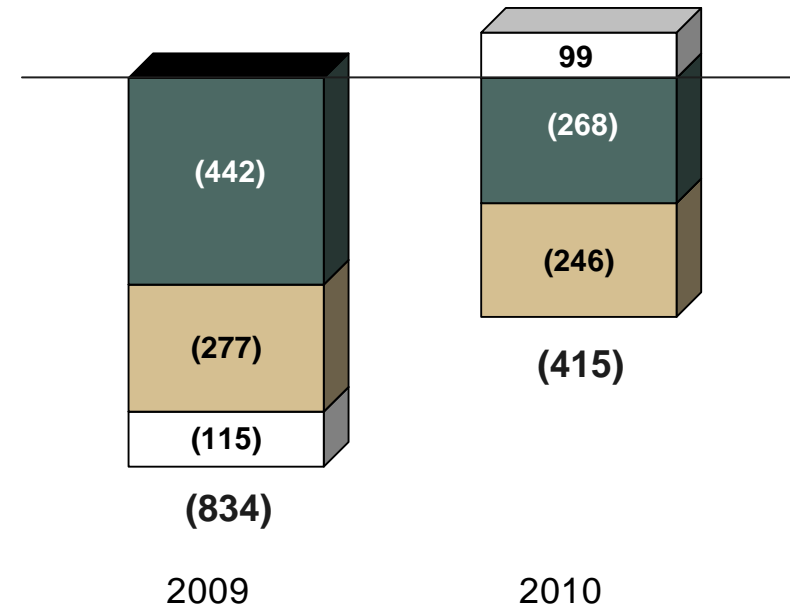
# Mackenzie Net Sales

- *Mackenzie had net redemptions of \$516 million during the second quarter of 2010 and \$415 million year to date.*

**Mackenzie Net Sales of Investment Products**  
**Three months ended June 30**  
 (\$ Millions)



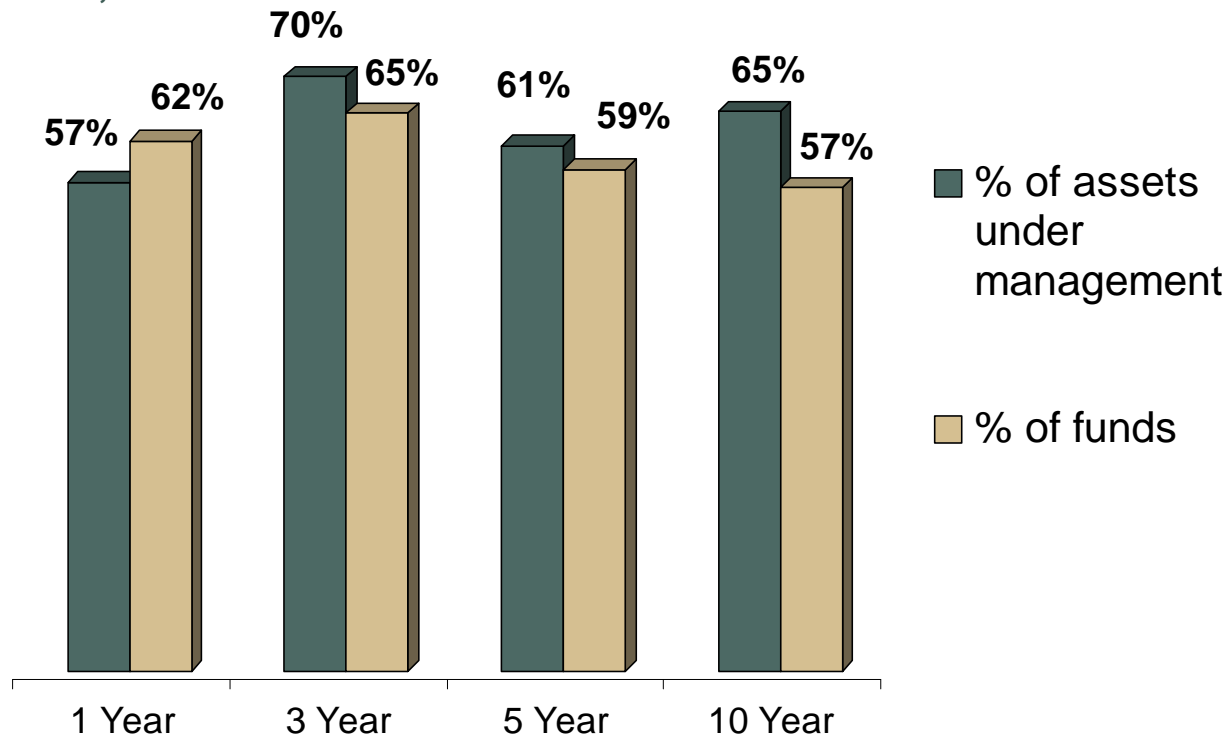
**Mackenzie Net Sales of Investment Products**  
**Six months ended June 30**  
 (\$ Millions)



# Mackenzie Investment Performance

- ◆ *65% of Mackenzie's assets reside within funds which have had first or second quartile performance over the last ten years.*

Mackenzie Mutual Funds in First or Second Quartile  
As at June 30, 2010

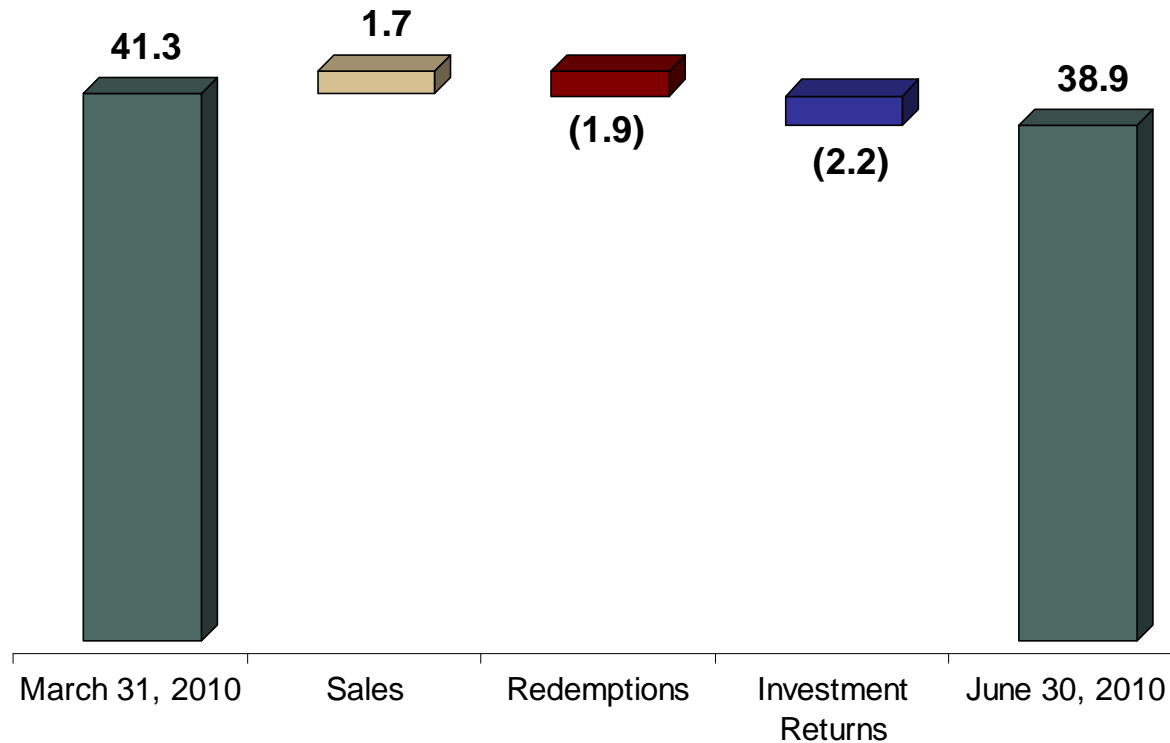


Source: Morningstar

# Mackenzie Mutual Fund Assets Under Management

- ◆ *Mackenzie's mutual fund assets under management decreased by 6.0% during Q2, 2010, due primarily to decreases in global equity markets.*

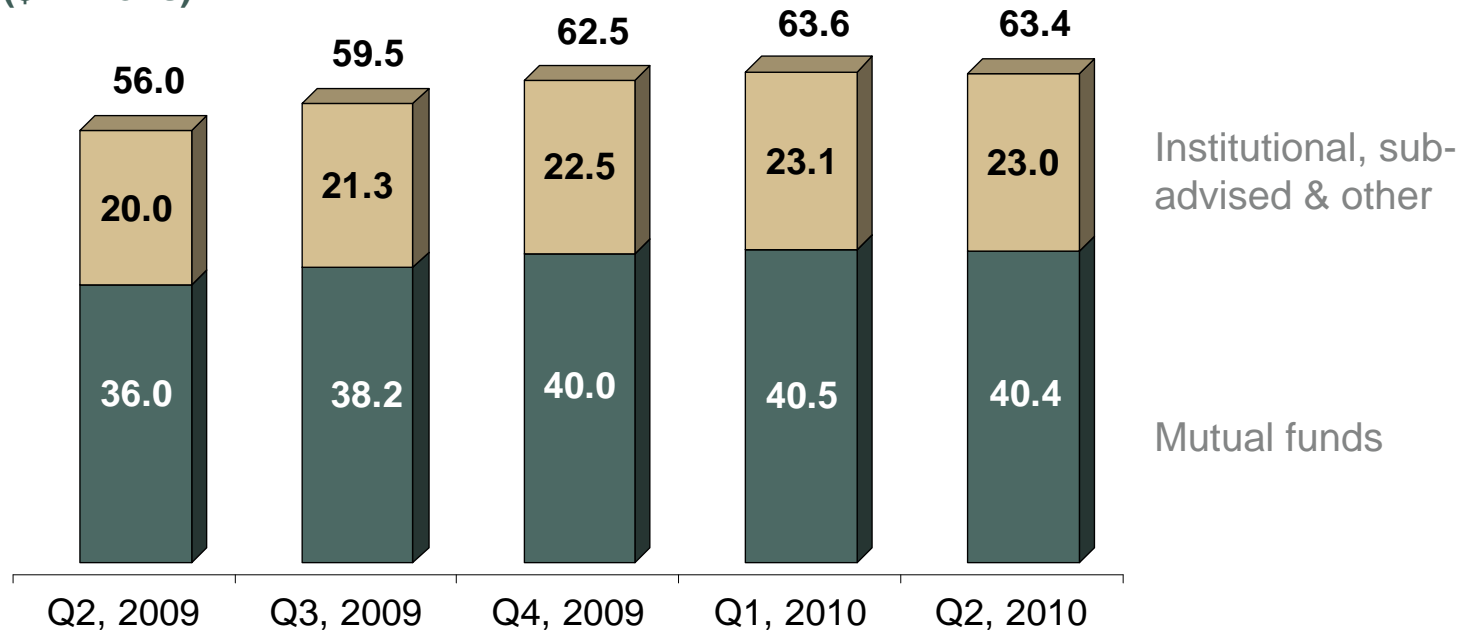
Mutual Fund Assets Under Management (\$ Billions)



# Mackenzie Assets Under Management

- ◆ *Mackenzie's total average assets under management increased by 13.2% relative to Q2, 2009.*
- ◆ *Mackenzie's average mutual fund assets increased by 12.3% relative to Q2, 2009.*

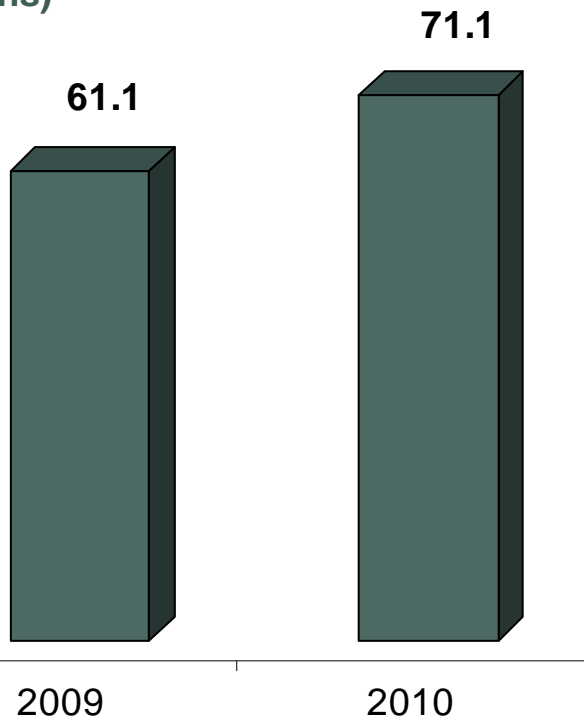
Mackenzie Average Assets Under Management  
(\$ Billions)



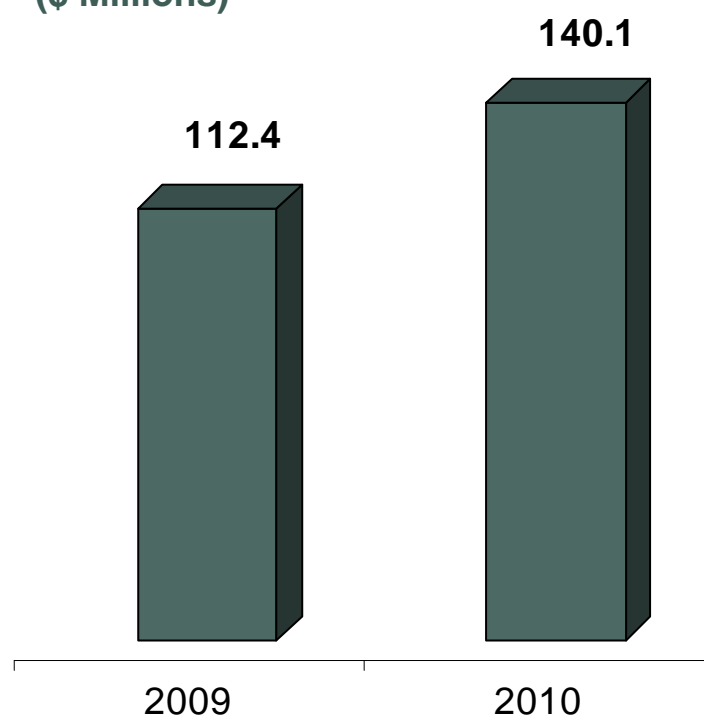
# Mackenzie Earnings before Interest & Taxes

- ◆ *Mackenzie's Earnings before Interest and Taxes increased by 16.4% during Q2, 2010 relative to Q2, 2009, and have increased by 24.6% year to date.*

Three months ended June 30  
(\$ Millions)



Six months ended June 30  
(\$ Millions)



# Mackenzie Earnings before Interest & Taxes

- ◆ *Mackenzie's Earnings before Interest and Taxes were \$71.1 million during Q2, 2010, a 16.4% increase from Q2, 2009.*

Three months ended June 30

(\$ Millions, unless otherwise indicated)

	<u>2009</u>	<u>2010</u>	<u>Change</u>
Average assets under management (\$ billions)			
Total	56.0	63.4	13.2%
Mutual funds	36.0	40.4	12.3%
Revenues			
Management fees	153.5	170.7	11.2%
Administration fees	35.2	33.1	(6.0%)
Distribution fees	6.5	6.2	(4.6%)
	<u>195.2</u>	<u>210.0</u>	7.6%
Net investment income and other	3.5	3.0	(14.3%)
Total	<u>198.7</u>	<u>213.0</u>	7.2%
Expenses			
Commission amortization	29.5	29.1	(1.4%)
Other commissions	39.9	45.6	14.3%
Commissions	<u>69.4</u>	<u>74.7</u>	7.6%
Non-commission	68.2	67.2	(1.5%)
Total	<u>137.6</u>	<u>141.9</u>	3.1%
Earnings before interest and taxes	<u><u>61.1</u></u>	<u><u>71.1</u></u>	16.4%

# Mackenzie Developments

## 1. Investment Management

- 42% of Mackenzie mutual funds rated four or five star by Morningstar at June 30, 2010 compared to 31% for the industry, and 77% are rated three, four or five star compared to 69% for the industry.
- Adjusted Maxxum product line-up to focus on “core” domestic investment strategy for equity and equity income categories under new leadership team.

## 2. Distribution

- Re-alignment of sales teams to focus on retail, platform and institutional clients.
- Continued expansion of distribution relationship for segregated fund product offered by Canada Life through Mackenzie wholesale team.

## 3. General

- Launched the Mackenzie All-Sector Balanced Fund and three new capital class versions of existing Saxon fund mandates.
- Completed Mackenzie University in nine cities across Canada with attendance from over 5,000 advisors.
- Consolidated three offices in Vancouver into a new facility.