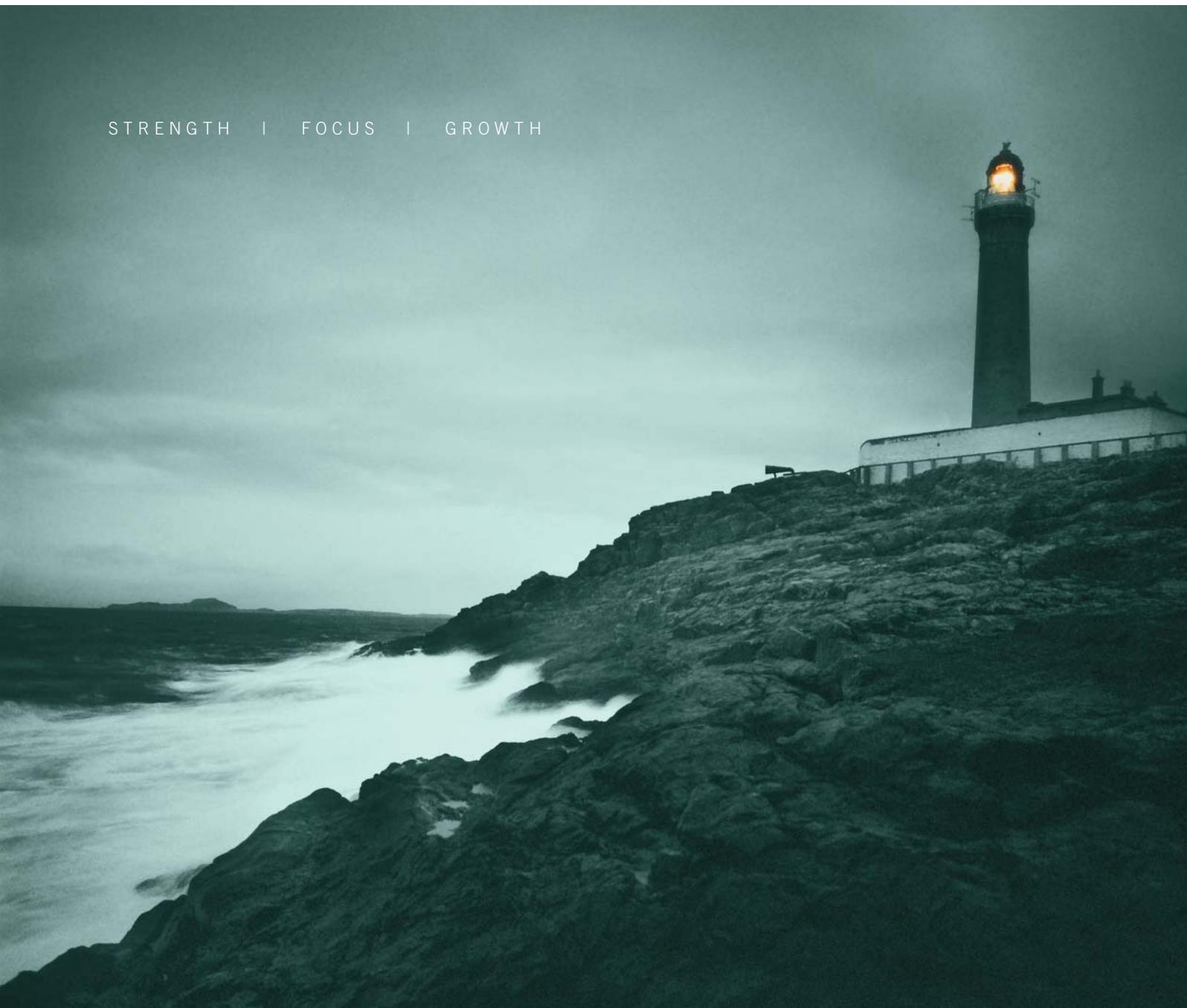


STRENGTH | FOCUS | GROWTH



**IGM**  
Financial

FIRST QUARTER REPORT  
FOR THE THREE MONTHS ENDED  
MARCH 31, 2009

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#### Caution Regarding 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 economics, 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

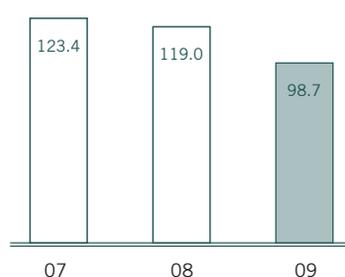
This report contains non-GAAP financial measures. Terms by which non-GAAP financial measures are identified include but are not limited to "adjusted net income", "adjusted diluted earnings per share" and "adjusted return on average common equity" used to provide management and investors with additional measures to assess earnings performance. As well, "Earnings before interest and taxes (EBIT)" and "Earnings before interest, taxes, depreciation and amortization (EBITDA)" are non-GAAP financial measures used to provide management, investors and investment analysts with additional measures to evaluate and analyze the Company's results. However, these non-GAAP financial measures do not have a standard meaning and are not directly comparable to similar measures used by other companies and may not be directly comparable to any prescribed GAAP measure. Please refer to the appropriate reconciliations of these non-GAAP financial measures to measures prescribed by GAAP.

## FINANCIAL HIGHLIGHTS

As at and for the three months ended (unaudited)	2009 MARCH 31	2008 DECEMBER 31	2008 MARCH 31	% CHANGE	
				2008 DECEMBER 31	2008 MARCH 31
<b>Net income</b> (\$ millions)					
Adjusted <sup>(1)</sup>	\$ 133.5	\$ 140.1	\$ 211.2	(4.7)%	(36.8)%
GAAP	133.5	79.8	211.2	67.3	(36.8)
<b>Diluted earnings per share</b>					
Adjusted <sup>(1)</sup>	0.51	0.53	0.79	(3.8)	(35.4)
GAAP	0.51	0.30	0.79	70.0	(35.4)
<b>Return on equity</b>					
Adjusted <sup>(1)</sup>	12.9%	13.4%	20.2%		
GAAP	12.9%	7.7%	20.2%		
<b>Dividends per share</b>	0.5125	0.5125	0.4875	–	5.1
<b>Total assets under management<sup>(2)</sup></b> (\$ millions)	<b>\$ 98,655</b>	<b>\$ 101,742</b>	<b>\$ 118,957</b>	<b>(3.0)%</b>	<b>(17.1)%</b>
<b>Investors Group</b>					
Mutual funds	46,574	47,491	58,582	(1.9)	(20.5)
<b>Mackenzie</b>					
Mutual funds	33,659	35,814	44,555		
Sub-advisory, institutional and other accounts	18,943	18,846	16,325		
<b>Total</b>	<b>52,602</b>	<b>54,660</b>	<b>60,880</b>	<b>(3.8)</b>	<b>(13.6)</b>
<b>Counsel Group of Funds</b>					
Mutual funds	1,670	1,740	2,180	(4.0)	(23.4)
For the three months ended March 31, 2009		INVESTORS GROUP	MACKENZIE	COUNSEL GROUP OF FUNDS	TOTAL <sup>(3)</sup>
<b>Mutual Funds and Institutional Sales</b> (\$ millions)					
Gross sales		\$ 1,427	\$ 2,860	\$ 67	\$ 4,201
Net sales (redemptions)		309	(299)	9	(52)

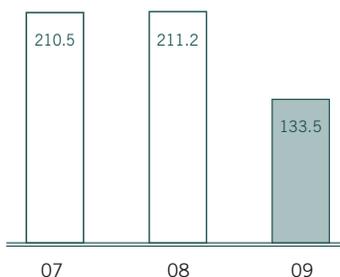
### Total Assets under Management

As at March 31 (\$ billions)



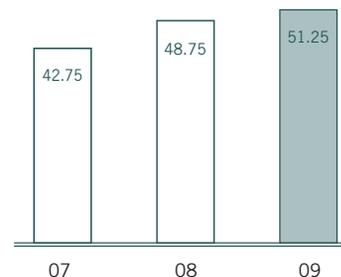
### Net Income

For the three months ended March 31 (\$ millions)



### Dividends per Share

For the three months ended March 31 (cents)



(1) Non-GAAP Financial Measures:

Results for the three months ended December 31, 2008 excluded a \$60.3 million charge which represented the Company's proportionate share of Great-West Lifeco Inc.'s after-tax impairment charge related to goodwill and intangible assets.

(2) Total assets under management excluded \$2.2 billion of assets sub-advised by Mackenzie on behalf of Investors Group and Investment Planning Counsel (\$2.1 billion at December 31, 2008 and \$2.7 billion at March 31, 2008).

(3) Total Gross Sales and Net Redemptions excluded \$153 million and \$71 million respectively in accounts sub-advised by Mackenzie on behalf of Investors Group and Investment Planning Counsel.

## REPORT TO SHAREHOLDERS

### FINANCIAL RESULTS

Net income for the three months ended March 31, 2009 was \$133.5 million compared to net income of \$211.2 million a year ago and adjusted net income of \$140.1<sup>1</sup> million in the prior quarter. Earnings per share were 51 cents compared to 79 cents a year ago and compared to adjusted earnings per share of 53<sup>1</sup> cents in the prior quarter.

Gross revenues for the three months ended March 31, 2009 were \$559.1 million compared to \$714.2 million a year ago and \$583.9 million in the prior quarter. Operating expenses were \$373.8 million for the first quarter, compared to \$424.4 million a year ago and \$393.4 million in the prior quarter.

Total assets under management at March 31, 2009 were \$98.7 billion. This compared with total assets under management of \$119.0 billion at March 31, 2008 and \$101.7 billion at December 31, 2008.

### INVESTORS GROUP OPERATIONS

The number of Investors Group Consultants was 4,486 at March 31, 2009 up from 4,479 at December 31, 2008 and up from 4,342 at March 31, 2008.

Mutual fund sales for the first quarter were \$1.4 billion compared to \$2.0 billion in the prior year and mutual fund net sales for the first quarter were \$309 million compared to \$510 million a year ago and \$60 million in the prior quarter.

Investors Group's twelve month trailing redemption rate (excluding money market funds) was 7.7% at March 31, 2009, compared to 7.4% at March 31, 2008 and 7.9% at December 31, 2008.

Investors Group's mutual fund assets under management at March 31, 2009 were \$46.6 billion compared to \$58.6 billion at March 31, 2008 and \$47.5 billion at December 31, 2008.

### MACKENZIE OPERATIONS

Total sales for first quarter of 2009 were \$2.9 billion compared to \$3.1 billion in the prior year. Total net redemptions for the first quarter were \$299 million compared to total net redemptions of \$102 million in the prior year and total net redemptions of \$1.5 billion in the prior quarter.

<sup>1</sup>Adjusted net income in the prior quarter excluded a \$60.3 million after-tax charge related to the Company's equity interest in Great-West Lifeco Inc. Net income without adjustment was \$79.8 million and earnings per share on this basis were 30 cents.

Mackenzie's total assets under management at March 31, 2009 totalled \$52.6 billion. This compares with assets under management of \$60.9 billion at March 31, 2008 and \$54.7 billion at December 31, 2008. Mutual fund assets under management at March 31, 2009 were \$33.7 billion compared to \$44.6 billion a year ago and \$35.8 billion at December 31, 2008.

#### **INVESTMENT PLANNING COUNSEL OPERATIONS**

Assets under administration were \$10.0 billion as at March 31, 2009 compared to \$12.6 billion at March 31, 2008 and \$10.3 billion at December 31, 2008. Counsel Group of Funds mutual fund assets under management at March 31, 2009 were \$1.7 billion compared to \$2.2 billion at March 31, 2008 and \$1.7 billion at December 31, 2008.

Mutual fund sales of the Counsel Group of Funds for the first quarter of 2009 were \$67 million compared to \$84 million in 2008 and mutual fund net sales were \$9 million compared to net sales of \$3 million in the prior year and net redemptions of \$33 million in the prior quarter.

#### **DIVIDENDS**

The Board of Directors declared a quarterly dividend of \$0.359375 per share on the Company's 5.75% Non-Cumulative First Preferred Shares, Series "A" payable on June 30, 2009 to shareholders of record on May 29, 2009 and has declared a dividend of 51.25 cents per share on the Company's common shares payable on July 31, 2009 to shareholders of record on June 22, 2009.

On behalf of the Board of Directors,



Murray J. Taylor  
*Co-President and  
Chief Executive Officer  
IGM Financial Inc.*



Charles R. Sims  
*Co-President and  
Chief Executive Officer  
IGM Financial Inc.*

May 1, 2009

# Management's Discussion and Analysis

The Management's Discussion and Analysis (MD&A) presents management's view of the results of operations and financial condition of IGM Financial Inc. (IGM Financial or the Company) as at and for the three months ended March 31, 2009 and should be read in conjunction with the unaudited interim Consolidated Financial Statements included in this report and the 2008 IGM Financial Inc. Annual Report filed on [www.sedar.com](http://www.sedar.com). Commentary in the MD&A as at and for the three months ended March 31, 2009 is as of April 30, 2009.

## FORWARD-LOOKING STATEMENTS

Certain statements in this MD&A, 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 economics, 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".

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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.

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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.

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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).

# IGM Financial Inc.

## Summary of Consolidated Operating Results

Net income for the first quarter ended March 31, 2009 was \$133.5 million compared to \$211.2 million for the first quarter of 2008, a decrease of 36.8%. Diluted earnings per share were 51 cents in 2009 compared to 79 cents in 2008, a decrease of 35.4%.

Net income of \$133.5 million in the first quarter of 2009 decreased \$6.6 million or 4.7% from adjusted net income of \$140.1 million in the fourth quarter of 2008. Adjusted net income in 2008 excluded a \$60.3 million charge as discussed in the Non-GAAP Financial Measures section of this MD&A.

Shareholders' equity was \$4.2 billion as at March 31, 2009 compared to \$4.1 billion as at December 31, 2008. Return on average common equity for the three months ended March 31, 2009 was 12.9% compared with 20.2% in the first quarter of 2008 and 13.4% adjusted return on equity for the fourth quarter of 2008. The quarterly dividend per common share declared in the first quarter of 2009 was 51.25 cents, unchanged from the fourth quarter of 2008.

### NON-GAAP FINANCIAL MEASURES

Adjusted net income, diluted earnings per share (EPS) and return on common equity (ROE) for the fourth quarter of 2008 excluded a \$60.3 million charge which represented the Company's proportionate share of Great-West Lifeco Inc.'s (Lifeco) after-tax impairment charge related to goodwill and intangible assets as discussed more fully in the 2008 IGM Financial Inc. Annual Report. While these non-GAAP financial measures are used to provide management and investors with additional measures to assess earnings performance, they do not have standard meanings and are not directly comparable to similar measures used by other companies.

Earnings before interest and taxes (EBIT) and earnings before interest, taxes, depreciation and amortization (EBITDA) are also non-GAAP financial measures. EBIT and EBITDA are alternative measures of performance utilized by management, investors and investment analysts to evaluate and analyze the

TABLE 1: RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

Three months ended (\$ millions)	2009 MARCH 31		2008 DECEMBER 31		2008 MARCH 31	
	NET INCOME	EPS	NET INCOME	EPS	NET INCOME	EPS
<b>Adjusted net income –</b>						
<b>Non-GAAP measure</b>	\$ 133.5	\$ 0.51	\$ 140.1	\$ 0.53	\$ 211.2	\$ 0.79
Proportionate share of affiliate's impairment charge, net of tax	–	–	(60.3)	(0.23)	–	–
<b>Net income – GAAP</b>	\$ 133.5	\$ 0.51	\$ 79.8	\$ 0.30	\$ 211.2	\$ 0.79
<b>EBITDA – Non-GAAP measure</b>	\$ 294.6		\$ 305.9		\$ 404.6	
Commission amortization	(74.3)		(75.2)		(81.5)	
Amortization of capital and intangible assets and other	(8.0)		(11.6)		(7.2)	
Interest expense on long-term debt and dividends on preferred shares	(27.0)		(28.6)		(26.1)	
Proportionate share of affiliate's impairment charge, net of tax	–		(60.3)		–	
<b>Income before income taxes</b>	185.3		130.2		289.8	
Income taxes	(51.8)		(50.4)		(78.6)	
<b>Net income – GAAP</b>	\$ 133.5		\$ 79.8		\$ 211.2	

Company's results. EBITDA is discussed further in the Consolidated Liquidity and Capital Resources section later in this MD&A. These non-GAAP financial measures do not have standard meanings and are not directly comparable to any GAAP measure or to similar measures used by other companies.

The reconciliation of non-GAAP results to reported results in accordance with GAAP for net income, EPS and EBITDA is provided in Table 1. The reconciliation of non-GAAP results to reported results in accordance with GAAP related to EBIT is provided in Table 2 and Table 3.

## REPORTABLE SEGMENTS

IGM Financial's reportable segments, which reflect the current organizational structure, are:

- Investors Group
- Mackenzie
- Corporate and Other

Management measures and evaluates the performance of these segments based on EBIT. Segment operations are discussed in the Review of Segment Operating

Results sections of the MD&A for both Investors Group and Mackenzie.

### Corporate and Other

The Corporate and Other segment includes operating results for Investment Planning Counsel, net investment income earned on unallocated investments and other income as well as inter-segment eliminations.

Earnings before interest and taxes for Corporate and Other were \$2.9 million for the first quarter of 2009 compared to \$14.4 million in the first quarter of 2008. Earnings before interest and taxes related to Investment Planning Counsel were \$3.8 million lower than 2008 due primarily to the decline in average mutual fund assets in 2009 compared with 2008. Net investment income on unallocated investments decreased by \$8.4 million in the current quarter compared with 2008. The Company reduced the fair value of its holdings in non-bank sponsored asset backed commercial paper (ABCP) by \$3.7 million in the first quarter of 2009 as discussed in Note 2 of the interim Consolidated Financial Statements. Both lower average balances of unallocated investments and lower average interest rates

TABLE 2: CONSOLIDATED OPERATING RESULTS BY SEGMENT – Q1 2009 VS. Q1 2008

Three months ended (\$ millions)	INVESTORS GROUP		MACKENZIE		CORPORATE & OTHER		TOTAL	
	2009 MARCH 31	2008 MARCH 31	2009 MARCH 31	2008 MARCH 31	2009 MARCH 31	2008 MARCH 31	2009 MARCH 31	2008 MARCH 31
Fee income	\$ 297.0	\$ 369.3	\$ 184.2	\$ 244.1	\$ 28.9	\$ 40.4	\$ 510.1	\$ 653.8
Net investment income and other	43.1	42.9	3.3	6.9	2.6	10.6	49.0	60.4
	340.1	412.2	187.5	251.0	31.5	51.0	559.1	714.2
Operating expenses								
Commissions	106.9	117.8	66.1	90.6	19.3	26.6	192.3	235.0
Non-commission	79.2	79.5	70.1	77.9	9.3	10.0	158.6	167.4
	186.1	197.3	136.2	168.5	28.6	36.6	350.9	402.4
<b>Earnings before interest and taxes</b>	<b>\$ 154.0</b>	<b>\$ 214.9</b>	<b>\$ 51.3</b>	<b>\$ 82.5</b>	<b>\$ 2.9</b>	<b>\$ 14.4</b>	<b>208.2</b>	<b>311.8</b>
Interest expense							22.9	22.0
Income before income taxes							185.3	289.8
Income taxes							51.8	78.6
<b>Net income</b>							<b>\$ 133.5</b>	<b>\$ 211.2</b>

TABLE 3: CONSOLIDATED OPERATING RESULTS BY SEGMENT – Q1 2009 VS. Q4 2008

Three months ended (\$ millions)	INVESTORS GROUP		MACKENZIE		CORPORATE & OTHER		TOTAL	
	2009	2008	2009	2008	2009	2008	2009	2008
	MARCH 31	DECEMBER 31	MARCH 31	DECEMBER 31	MARCH 31	DECEMBER 31	MARCH 31	DECEMBER 31
Fee income	\$ 297.0	\$ 317.6	\$ 184.2	\$ 199.9	\$ 28.9	\$ 30.4	\$ 510.1	\$ 547.9
Net investment income and other	43.1	29.9	3.3	4.6	2.6	1.5	49.0	36.0
	340.1	347.5	187.5	204.5	31.5	31.9	559.1	583.9
Operating expenses								
Commissions	106.9	116.2	66.1	70.3	19.3	19.9	192.3	206.4
Non-commission	79.2	82.0	70.1	70.3	9.3	10.3	158.6	162.6
	186.1	198.2	136.2	140.6	28.6	30.2	350.9	369.0
<b>Earnings before interest and taxes</b>	<b>\$ 154.0</b>	<b>\$ 149.3</b>	<b>\$ 51.3</b>	<b>\$ 63.9</b>	<b>\$ 2.9</b>	<b>\$ 1.7</b>	<b>208.2</b>	<b>214.9</b>
Interest expense							22.9	24.4
							185.3	190.5
Proportionate share of affiliate's impairment charge, net of tax							–	60.3
Income before income taxes							185.3	130.2
Income taxes							51.8	50.4
<b>Net income</b>								
In accordance with GAAP							\$ 133.5	\$ 79.8
Adjusted net income <sup>(1)</sup>							\$ 133.5	\$ 140.1

(1) Refer to Summary of Consolidated Operating Results for an explanation of the Company's use of non-GAAP financial measures.

accounted for the remainder of the quarter-over-quarter decline in investment income.

Earnings before interest and taxes of \$2.9 million for the first quarter of 2009 increased from \$1.7 million in the fourth quarter of 2008. Earnings before interest and taxes related to Investment Planning Counsel were unchanged in the current quarter compared with the prior quarter. Net investment income on unallocated investments increased by \$0.9 million in the current quarter. Lower average balances and lower interest rates resulted in a decrease of \$2.9 million in the current quarter compared to the prior quarter. In addition, an unfavourable fair value adjustment of \$3.7 million related to the Company's ABCP was recorded in the current quarter. Net investment income and other in the fourth quarter of 2008 included an impairment charge of \$7.5 million related to a seed capital investment.

#### Items Not Allocated to Segments

Certain items reflected in Table 2 and Table 3 are not allocated to segments:

- *Interest expense* – Represents the interest expense on the remaining debt issued pursuant to the Mackenzie acquisition and on the bridge credit facility related to the Saxon Financial Inc. (Saxon) acquisition, as well as dividends paid on the outstanding preferred shares. Interest expense totalled \$17.7 million in the current quarter compared with \$16.8 million in the first quarter of 2008 and \$19.2 million in the fourth quarter of 2008. Dividends paid on preferred shares were \$5.2 million in all three quarters.
- *Income taxes* – The effective income tax rates for the quarters under review are shown in Table 4. The effective income tax rate in the first quarter of 2009 was positively impacted by reductions in statutory

TABLE 4: EFFECTIVE INCOME TAX RATE

Three months ended	2009 MARCH 31	2008 DECEMBER 31	2008 MARCH 31
<b>Income taxes at Canadian federal and provincial statutory rates</b>	31.51%	32.15%	32.44%
Effect of:			
Dividend income	(0.50)	(0.71)	(0.48)
Net capital gains and losses	(0.30)	0.74	(0.56)
Proportionate share of affiliate's earnings	(4.33)	(6.27)	(2.50)
Preferred dividends paid	0.88	1.31	0.59
Other items	0.67	(3.61)	(2.38)
<b>Effective income tax rate before undernoted</b>	27.93	23.61	27.11
Proportionate share of affiliate's impairment charge	–	15.08	–
<b>Effective income tax rate</b>	27.93%	38.69%	27.11%

federal and provincial corporate income tax rates. In the fourth quarter of 2008, the Company recorded a \$60.3 million after-tax expense representing its proportionate share of its affiliate's impairment charge which resulted in a 15.08% increase in the effective income tax rate.

Tax planning may result in the Company recording lower levels of income taxes. Management monitors

the status of its income tax filings, and regularly assesses the overall adequacy of its provision for income taxes and, as a result, income taxes recorded in prior years may be adjusted in the current year. Any changes in management's best estimates are reflected in Other items, which also includes, but is not limited to, the effect of lower effective income tax rates on foreign operations.

# Investors Group

## Review of the Business

### INVESTORS GROUP STRATEGY

Investors Group strives to ensure that the interests of shareholders, clients, Consultants and employees are as closely aligned as possible. Investors Group's business approach is focused on:

1. Growing our distribution network through the attraction of new Consultants to our industry and the retention and continued support of existing Consultants.
2. Emphasizing the delivery of financial planning advice, products and services through our dedicated network of Consultants, particularly during periods of market volatility.
3. Communicating actively with our Consultants and primarily through them to our clients during periods of extensive market volatility.
4. Extending the diversity and range of products offered by Investors Group as we continue to build and maintain enduring client relationships.
5. Maximizing returns on business investment by focusing resources on initiatives that have direct benefits to clients and Consultants and controlling expenditures and increasing efficiencies through effective working relationships with other members of the Power Financial group of companies.

### CONSULTANT NETWORK

Investors Group distinguishes itself from its competition by offering personal financial planning to its clients within the context of long-term relationships. At the centre of this relationship is a national distribution network of Consultants in 92 region offices across Canada. Two new region offices in Montreal and Charlottetown were announced in 2009 as Investors Group continues to build its Consultant network.

At March 31, 2009, Investors Group had 4,486 Consultants, compared with 4,479 at the end of 2008 and 4,342 one year ago. The number of Consultants with more than four years experience was 2,515 compared to 2,479 at the end of 2008 and 2,368 a year earlier. Our Consultant network has grown in each of the last nineteen consecutive quarters increasing by 1,279 Consultants since June 30, 2004.

### COMMUNICATING WITH CONSULTANTS AND CLIENTS

As a result of economic conditions during the latter part of 2008 and throughout the first quarter of 2009, communications to Consultants and clients were increased. Consultants are provided with comprehensive information on the current market environment and key long-term investment considerations, as well as tools and resources to assist them in their communications with clients. Our Consultants, in turn, continue to maintain a high degree of contact with our clients, continuing to reinforce the importance of long-term planning and a diversified investment portfolio.

### ASSETS UNDER MANAGEMENT

The level of assets under management is influenced by three factors: sales, redemptions and net asset values of our funds. The changes in assets under management for the periods under review are reflected in Table 5.

#### Q1 2009 vs. Q1 2008

For the first quarter ended March 31, 2009, sales of Investors Group mutual funds through its Consultant network were \$1.4 billion, a decrease of 27.0% from 2008. Mutual fund redemptions, which totalled \$1.1 billion for the same period, decreased 22.6% from 2008 levels. Investors Group's twelve month trailing redemption rate for long-term funds was 7.7% at March 31, 2009 compared to 7.4% at March 31, 2008, and remains well below the corresponding average redemption rate of approximately 18.5% for all other members of the Investment Funds Institute of Canada (IFIC) at March 31, 2009. Investors Group's annualized quarterly redemption rate for long-term funds for the quarter ended March 31, 2009 was 7.9% compared to 8.5% last year. Net sales of Investors Group mutual funds for the first quarter of 2009 were \$309 million compared with net sales of \$510 million in 2008. Sales of long-term funds were \$1.1 billion for the first quarter of 2009, compared with \$1.6 billion in 2008. Net sales of long-term funds for the first quarter of 2009 were \$219 million compared to net sales of \$353 million in 2008.

TABLE 5: CHANGE IN MUTUAL FUND ASSETS UNDER MANAGEMENT – INVESTORS GROUP

Three months ended (\$ millions)	2009		2008		% CHANGE	
	MARCH 31	DECEMBER 31	MARCH 31	DECEMBER 31	2008 DECEMBER 31	2008 MARCH 31
Sales	\$ 1,426.8	\$ 1,236.5	\$ 1,953.3		15.4%	(27.0)%
Redemptions	1,117.4	1,176.1	1,443.0		(5.0)	(22.6)
<b>Net sales</b>	309.4	60.4	510.3		N/M	(39.4)
Market and income	(1,226.0)	(6,874.8)	(2,122.6)		82.2	42.2
Net change in assets	(916.6)	(6,814.4)	(1,612.3)		86.5	43.1
Beginning assets	47,491.1	54,305.5	60,193.9		(12.5)	(21.1)
<b>Ending assets</b>	\$ 46,574.5	\$ 47,491.1	\$ 58,581.6		(1.9)%	(20.5)%
<b>Average daily assets</b>	\$ 45,698.3	\$ 48,019.2	\$ 57,867.7		(4.8)%	(21.0)%

Investors Group's mutual fund assets under management were \$46.6 billion at March 31, 2009, as shown in Table 5. The decrease in mutual fund assets for the twelve month period ended March 31, 2009 of \$12.0 billion was almost entirely due to net market depreciation resulting from declines in global stock markets during 2008 and 2009.

At March 31, 2009, 70% of Investors Group mutual funds (Masterseries, partner and portfolio funds) had a rating of three stars or better from the Morningstar<sup>†</sup> fund ranking service and 27% had a rating of four or five stars. This compared to the Morningstar<sup>†</sup> universe of 66% for three stars or better and 29% for four and five star funds at March 31, 2009. Morningstar<sup>†</sup> Ratings are an objective, quantitative measure of a fund's three, five and ten year risk-adjusted performance relative to comparable funds.

#### Q1 2009 vs. Q4 2008

The changes in assets under management in the first quarter of 2009 compared with the fourth quarter of 2008 are reflected in Table 5.

For the first quarter ended March 31, 2009, sales of Investors Group mutual funds through its Consultant network were \$1.4 billion, an increase of 15.4% from the fourth quarter of 2008. Mutual fund redemptions, which totalled \$1.1 billion for the same period, decreased 5.0% from the previous quarter. Investors Group's twelve month trailing redemption rate for long-term

funds was 7.7% at March 31, 2009 compared to 7.9% at December 31, 2008. The annualized quarterly redemption rate for long-term funds for the quarter ended March 31, 2009 was 7.9% compared to 7.4% in the fourth quarter of 2008. Net sales of Investors Group mutual funds for the current quarter were \$309 million compared with net sales of \$60 million in the previous quarter. Sales of long-term funds were \$1.1 billion for the current quarter, compared with \$913 million in the previous quarter. Net sales of long-term funds for the current quarter were \$219 million compared to net sales of \$21 million in the previous quarter.

Investors Group's mutual fund assets under management were \$46.6 billion at March 31, 2009, as shown in Table 5. The decrease in mutual fund assets for the first quarter of 2009 of \$917 million was comprised of \$309 million in net sales and \$1.2 billion in net market depreciation resulting from declines in global stock markets during 2009.

#### OTHER PRODUCTS AND SERVICES

##### Segregated Funds

Investors Group offers 22 of The Great-West Life Assurance Company (Great-West Life) segregated funds that are distributed solely by Investors Group Consultants. These segregated funds provide our clients with death benefit guarantees and potential creditor protection. These segregated funds also provide

protection from long-term market volatility by providing two levels of guarantees – 75% or 100% of the principal invested. The investment components of these segregated funds are managed by Investors Group. At March 31, 2009, total segregated fund assets were \$357.2 million.

#### **Insurance**

Investors Group distributes insurance products through I.G. Insurance Services Inc. For the three months ended March 31, 2009, sales of insurance products as measured by new annualized premiums were \$9.5 million compared with \$10.4 million in 2008. Total face amount of insurance in force at March 31, 2009 was \$48.9 billion.

#### **Securities Operations**

Investors Group provides securities services to clients through Investors Group Securities Inc. At March 31, 2009, total assets under administration were \$4.6 billion.

#### **Mortgage Operations**

Clients who are seeking residential mortgages are referred to Investors Group mortgage planning specialists who originate mortgages in key residential markets. For the three months ended March 31, 2009, mortgage originations were \$254 million compared with \$212 million in 2008.

Through its mortgage banking operations, residential mortgages are funded through placement with Investors Mortgage and Short Term Income Fund and Investors Group's intermediary operations or through sales to third parties, including Canada Mortgage and Housing Corporation (CMHC) or Canadian bank sponsored securitization trusts, or through private placements to institutional investors. The Company is a CMHC approved issuer of National Housing Act Mortgage Backed Securities (NHA MBS) and a seller into the Canada Mortgage Bond Program (CMB Program).

#### **Solutions Banking<sup>†</sup>**

Investors Group's Solutions Banking<sup>†</sup> initiative continues to experience high rates of utilization by Consultants and clients. The offering consists of a wide range of products and services provided by the National Bank of Canada under a long-term distribution agreement and includes: investment loans, lines of credit, personal loans, creditor insurance, deposit accounts and credit cards.

#### **Additional Products and Services**

Investors Group also provides its clients with guaranteed investment certificates offered by Investors Group Trust Co. Ltd., as well as a number of other financial institutions.

## Review of Segment Operating Results

Investors Group's earnings from operations before interest and taxes are presented in Table 6.

### Q1 2009 VS. Q1 2008

#### Fee Income

Investors Group earns management fees for investment management services provided to its mutual funds which depend largely on the level and composition of mutual fund assets under management. Management fee income decreased in the first quarter of 2009 by \$65.0 million or 23.3% to \$213.9 million compared with the first quarter of 2008 primarily due to the decrease of 21.0% in average daily mutual fund assets as shown in Table 5. Management fee income was 190 basis points of average daily mutual fund assets compared to 194 basis points in 2008.

Investors Group receives administration fees for providing administrative services to its mutual funds and trusteeship services to its unit trust mutual funds. Administration fees totalled \$48.0 million for the current quarter compared to \$52.4 million a year ago.

Effective October 1, 2007, Investors Group assumed responsibility for the applicable operating expenses of the funds, other than GST and certain specified fund

costs, in return for a fixed rate administration fee established for each fund. From October 1, 2007 until December 31, 2009, and thereafter as may be applicable, the funds that existed as at October 1, 2007 may be required to pay a monthly operating expense adjustment to Investors Group if the combined average monthly net assets for all funds and series that were subject to the administration fee proposal that was approved by investors on September 28, 2007 fall to a level that is 95% of the amount of their total net assets. If it becomes payable, Investors Group is entitled to receive an operating expense adjustment for that month from each of those funds and series in such amount that will result in all of those series, collectively, paying an administration fee for the month equal to the administration fee that would have been payable had the monthly net assets equaled 95% of the net assets on October 1, 2007 throughout the month. If, in a subsequent month, the monthly net assets increase to an amount equal to or greater than 95% of the net assets on October 1, 2007, the operating expense adjustment will not be payable. Due to the continuing decline in Investors Group's mutual fund assets, as a result of the volatility in the global

TABLE 6: OPERATING RESULTS – INVESTORS GROUP

Three months ended (\$ millions)	2009 MARCH 31	2008 DECEMBER 31	2008 MARCH 31	% CHANGE	
				2008 DECEMBER 31	2008 MARCH 31
<b>Fee and net investment income</b>					
Management	\$ 213.9	\$ 230.4	\$ 278.9	(7.2)%	(23.3)%
Administration	48.0	49.8	52.4	(3.6)	(8.4)
Distribution	35.1	37.4	38.0	(6.1)	(7.6)
	297.0	317.6	369.3	(6.5)	(19.6)
Net investment income and other	43.1	29.9	42.9	44.1	0.5
	340.1	347.5	412.2	(2.1)	(17.5)
<b>Operating expenses</b>					
Commissions	61.6	65.2	59.6	(5.5)	3.4
Asset retention bonus and premium	45.3	51.0	58.2	(11.2)	(22.2)
Non-commission	79.2	82.0	79.5	(3.4)	(0.4)
	186.1	198.2	197.3	(6.1)	(5.7)
<b>Earnings before interest and taxes</b>	<b>\$ 154.0</b>	<b>\$ 149.3</b>	<b>\$ 214.9</b>	<b>3.1%</b>	<b>(28.3)%</b>

stock markets, Investors Group was entitled to an operating expense adjustment. Included in administration fees for the current quarter were operating expense adjustments of \$6.0 million compared to nil last year.

Distribution fees are earned from:

- Redemption fees on mutual funds sold on a deferred sales charge basis.
- Distribution of insurance products through I.G. Insurance Services Inc.
- Securities trading services provided through Investors Group Securities Inc.
- Banking services provided through Solutions Banking<sup>†</sup>, an arrangement with the National Bank of Canada.

Distribution fee income of \$35.1 million for the first quarter of 2009 declined by \$2.9 million from \$38.0 million in 2008. Redemption fee income of \$9.7 million for the current quarter decreased by \$3.6 million from 2008 due primarily to lower redemptions subject to deferred sales charges in 2009 compared to 2008. The increase in distribution fee income from banking products was partially offset by declines in revenue from securities and insurance products.

#### **Net Investment Income and Other**

Net investment income and other includes interest earned on cash and cash equivalents, securities and mortgage loans. It also includes realized gains and losses on the sale of securities, Investors Group's proportionate share of earnings of Great-West Lifeco Inc. (Lifeco), as well as income related to mortgage banking activities. Investors Group reports net investment income as the difference between investment income and interest expense. Interest expense includes interest on deposit liabilities, bank indebtedness and debt incurred to finance Investors Group's investment in Lifeco.

Net investment income and other increased to \$43.1 million in the first quarter of 2009 compared to \$42.9 million in 2008 due to:

- The increase in net revenues related to Investors Group mortgage banking operations which included a favourable non-cash fair value adjustment to the retained interest receivable related to the Canadian bank-sponsored securitization trust into which Investors Group sells a portion of its mortgage

originations. The non-cash fair value adjustment totalled \$7.6 million and resulted from lower credit spreads on asset backed commercial paper structures.

- The increase in Lifeco's earnings.

Increases in net investment income were offset by a decrease in gains on the sale of securities which totalled \$3.1 million for the quarter compared to \$9.6 million in 2008.

#### **Operating Expenses**

Investors Group incurs commission expense in connection with the distribution of its mutual funds and other financial services and products. Commissions are paid on the sale of these products and fluctuate with the level of sales. Commissions paid on the sale of mutual funds are deferred and amortized over a period of six years. Commission expense for the first quarter of 2009 increased by \$2.0 million to \$61.6 million compared with \$59.6 million in 2008.

The asset retention bonus (ARB) and premium (ARP) expenses, which are based on the level of assets under management, are comprised of the following:

- ARB, which is paid monthly and is based on the value of assets under management. ARB expense decreased by \$10.7 million for the three month period to \$37.7 million as a result of the decrease in average assets under management.
- ARP, which is a deferred component of compensation designed to promote Consultant retention and is based on assets under management at each year-end. ARP expense decreased by \$2.2 million in the first quarter of 2009 compared to 2008.

Non-commission expenses include costs incurred by Investors Group related to Consultant network support, the administration, marketing and management of its mutual funds and other products, as well as other operating expenses. Non-commission expenses decreased by \$0.3 million to \$79.2 million for the first quarter of 2009 compared to 2008.

These results are consistent with Investors Group's strategy of maximizing returns on business investment that have direct benefits to clients and Consultants while controlling expenditures and increasing efficiencies as follows:

- Investors Group's Consultant network continued to grow throughout 2008 and in the first quarter of 2009. As a result, expenses related to recruiting, training, field support and region office expansion increased in the current quarter compared to the same period in 2008.
- Increased communication with clients and Consultants during this period of market volatility resulted in increased expenditures in 2009 compared with 2008.
- Operating expenses, excluding those related directly to growth and support of the Consultant network, as noted above, declined in the first quarter of 2009 compared to the prior year.

#### Q1 2009 VS. Q4 2008

##### Fee Income

Management fee income decreased by \$16.5 million or 7.2% to \$213.9 million in the first quarter of 2009 compared with the fourth quarter of 2008 primarily due to the decrease of 4.8% in average daily mutual fund assets as shown in Table 5. In addition, the first quarter of 2009 contained two fewer calendar days than the fourth quarter of 2008 and resulted in a reduction in fee income of approximately \$4.2 million in the current quarter. Management fee income was 190 basis points of average daily mutual fund assets compared to 191 basis points in the fourth quarter of 2008.

Administration fees totalled \$48.0 million in the first quarter of 2009 compared to \$49.8 million in the fourth quarter of 2008. Included in administration fees for the current quarter were fund operating expense adjustments of \$6.0 million compared to \$5.0 million in the fourth quarter of 2008.

Distribution fee income of \$35.1 million in the first quarter of 2009 decreased by \$2.3 million from \$37.4 million in 2008. Fee income from insurance products decreased in the quarter by \$4.6 million and was offset in part by an increase in fee income on banking products. Redemption fee income increased by \$0.8 million from the fourth quarter of 2008 due to higher redemptions subject to deferred sales charges.

##### Net Investment Income and Other

Net investment income and other was \$43.1 million in the first quarter of 2009, an increase of \$13.2 million from \$29.9 million in the previous quarter due to:

- Realized gains on the sale of securities which totalled \$3.0 million for the quarter compared with realized losses of \$5.7 million in the previous quarter.
- The increase in net revenues related to mortgage banking operations. Net revenues for the first quarter of 2009 included a favourable non-cash fair value adjustment of \$7.6 million as previously discussed. Net revenues for the fourth quarter of 2008 included an unfavourable non-cash fair value adjustment of \$14.0 million. These fair value adjustments to the retained interest receivable on securitization trusts resulted from changes in credit spreads on asset-backed commercial paper structures.

##### Operating Expenses

Commission expense in the current quarter decreased by \$3.6 million to \$61.6 million compared with \$65.2 million in the fourth quarter of 2008. The decrease in commission expense was due primarily to compensation directly related to lower sales of other financial products and services including insurance.

The asset retention bonus (ARB) and premium (ARP) expenses decreased by \$5.7 million to \$45.3 million as follows:

- ARB, which is paid monthly and is based on the value of assets under management decreased by \$3.7 million in the first quarter of 2009 to \$37.7 million.
- ARP, which is based on assets under management at each year-end, decreased by \$2.0 million compared to the fourth quarter of 2008.

Non-commission expenses decreased \$2.8 million to \$79.2 million for the first quarter of 2009 compared with the fourth quarter of 2008 as discussed below.

- Investors Group's Consultant network continued to grow in the first quarter of 2009. As a result, expenses related to recruiting, training, field support and region office expansion increased in the current quarter compared to the fourth quarter of 2008.
- Operating expenses, excluding those related to the Consultant network, declined in the first quarter of 2009 compared to the fourth quarter of 2008.

# Mackenzie

## Review of the Business

### MACKENZIE STRATEGY

Mackenzie strives to ensure that the interests of shareholders, dealers, advisors, investment clients and employees are as closely aligned as possible. Mackenzie's business approach is focused on:

1. The delivery of consistent long-term investment results.
2. Offering a diversified suite of investment solutions for financial advisors and investors.
3. Continuing to build and solidify our distribution relationships.
4. Maximizing returns on business investment by focusing resources on initiatives that have direct benefits to investment management, distribution and client service.

Founded in 1967, Mackenzie continues to build an investment advisory business through proprietary investment research and portfolio management while utilizing strategic partners in a selected sub-advisory capacity. Our sales model focuses on the provision of advice through multiple third party distribution channels. This approach is particularly relevant in the current economic environment as investors look for assistance in positioning their financial plans for the near and long terms. We are committed to continuing to partner with advice channels going forward.

Mackenzie distributes its investment products and expertise through a network of third party financial advisors. Mackenzie's wholesale teams work with many of the more than 30,000 independent financial advisors across Canada. To support sales into institutional and specialty markets, Mackenzie also deploys teams in high net worth, group plans, sub-advisory, structured products and institutional areas.

### ASSETS UNDER MANAGEMENT

The changes in assets under management are summarized in Table 7.

#### Q1 2009 vs. Q1 2008

Mackenzie's total assets under management at March 31, 2009 were \$52.6 billion, a decrease of 13.6% from \$60.9 billion at March 31, 2008. Mackenzie's mutual fund assets under management were \$33.7 billion at March 31, 2009, a decrease of \$10.9 billion from

\$44.6 billion at March 31, 2008. Mackenzie's sub-advisory, institutional and other accounts at March 31, 2009 were \$18.9 billion, a 16.0% increase from \$16.3 billion last year.

In the three months ended March 31, 2009, Mackenzie's gross sales were \$2.9 billion, a decrease of 8.8% from \$3.1 billion last year. Redemptions in the current quarter were \$3.2 billion, unchanged from the prior year. Net redemptions for the quarter ended March 31, 2009 were \$0.3 billion, as compared to net redemptions of \$0.1 billion last year.

During the current quarter, net market depreciation resulted in assets decreasing by \$1.8 billion as compared to a decrease of \$2.5 billion in 2008.

On January 1, 2008, Mackenzie assumed the management contracts for the mutual fund assets of Putnam Investments Inc., which are distributed in Canada, resulting in the addition of \$222 million to its assets under management.

Redemptions of long-term mutual fund assets in the quarter ended March 31, 2009 were \$1.2 billion as compared to redemptions of \$1.9 billion in 2008. As at March 31, 2009, Mackenzie's twelve-month trailing redemption rate for long-term funds was 18.3%, as compared to 14.4% last year. The average twelve-month trailing redemption rate for long-term funds for all other members of IFIC increased to approximately 17.3% at March 31, 2009 from 14.7% last year. Mackenzie's annualized quarterly redemption rate for long-term funds for the quarter ended March 31, 2009 was 14.9%, as compared to 17.3% last year. Mackenzie's twelve-month trailing redemption rate and annualized quarterly redemption rates are comprised of the weighted average redemption rate for front-end load assets, deferred sales charge and low load units with redemption fees, and matured deferred sales charge units without redemption fees (matured units). Generally, redemption rates for front-end load units and matured units are higher than the redemption rates for deferred sales charge and low load units with redemption fees.

Long-term investment performance is a key measure of Mackenzie's ongoing success. At March 31, 2009, 54% of Mackenzie's mutual funds were rated in the top two performance quartiles for the one year time frame,

TABLE 7: CHANGE IN ASSETS UNDER MANAGEMENT – MACKENZIE

Three months ended (\$ millions)	2009		2008		% CHANGE	
	MARCH 31	DECEMBER 31	MARCH 31	DECEMBER 31	2008 DECEMBER 31	2008 MARCH 31
Sales	\$ 2,859.5	\$ 3,131.8	\$ 3,135.7		(8.7)%	(8.8)%
Redemptions	3,158.7	4,669.1	3,237.5		(32.3)	(2.4)
<b>Net redemptions</b>	(299.2)	(1,537.3)	(101.8)		80.5	(193.9)
Assets acquired	–	–	221.5		N/M	N/M
Net new money	(299.2)	(1,537.3)	119.7		80.5	N/M
Market and income	(1,759.7)	(8,578.2)	(2,516.5)		79.5	30.1
Net change in assets	(2,058.9)	(10,115.5)	(2,396.8)		79.6	14.1
Beginning assets	54,660.5	64,776.0	63,276.7		(15.6)	(13.6)
<b>Ending assets</b>	<b>\$ 52,601.6</b>	<b>\$ 54,660.5</b>	<b>\$ 60,879.9</b>		<b>(3.8)%</b>	<b>(13.6)%</b>
<b>Consists of:</b>						
Mutual funds	\$ 33,658.8	\$ 35,813.8	\$ 44,555.2		(6.0)%	(24.5)%
Sub-advisory, institutional and other accounts	18,942.8	18,846.7	16,324.7		0.5	16.0
	\$ 52,601.6	\$ 54,660.5	\$ 60,879.9		(3.8)%	(13.6)%
<b>Daily average mutual fund assets</b>	<b>\$ 33,758.5</b>	<b>\$ 35,881.1</b>	<b>\$ 44,318.1</b>		<b>(5.9)%</b>	<b>(23.8)%</b>
<b>Monthly average total assets<sup>(1)</sup></b>	<b>\$ 52,404.6</b>	<b>\$ 56,106.6</b>	<b>\$ 60,446.8</b>		<b>(6.6)%</b>	<b>(13.3)%</b>

(1) Based on daily average mutual fund assets and month-end average sub-advisory, institutional and other assets.

54% for the three year time frame and 47% for the five year time frame. Mackenzie also monitors its fund performance relative to the ratings it receives on its mutual funds from the Morningstar<sup>†</sup> fund ranking service. At March 31, 2009, 77% of Mackenzie's mutual fund assets measured by Morningstar<sup>†</sup> had a rating of three stars or better and 38% had a rating of four or five stars.

Product line changes introduced by Mackenzie during the current quarter included the following:

- February 10 – Mackenzie launched a new retail series on nine Saxon Mutual Funds to be sold by independent advisors across Canada.
- March 19 – Mackenzie completed the first closing of the initial public offering of MSP\* 2009 Resource Limited Partnership.

#### Q1 2009 vs. Q4 2008

Mackenzie's total assets under management at March 31, 2009 were \$52.6 billion, a decrease of 3.8% from \$54.7 billion at December 31, 2008 as summarized in Table 7. Mackenzie's mutual fund assets under management were \$33.7 billion at March 31, 2009, a decrease of \$2.1 billion from \$35.8 billion at December 31, 2008. Mackenzie's sub-advisory, institutional and other accounts at March 31, 2009 were \$18.9 billion, unchanged from \$18.9 billion at December 31, 2008.

Redemptions of long-term mutual fund assets in the current quarter were \$1.2 billion as compared to redemptions of \$1.9 billion in the quarter ended December 31, 2008. Mackenzie's annualized quarterly redemption rate for long-term funds for the quarter ended March 31, 2009 was 14.9%, as compared to 21.8% in the fourth quarter of 2008.

## Review of Segment Operating Results

Mackenzie's earnings from operations before interest and taxes are presented in Table 8.

### Q1 2009 VS. Q1 2008

#### Fee and Net Investment Income

Mackenzie's management fee revenues are earned from services it provides as fund manager to the Mackenzie mutual funds and as investment advisor to sub-advisory and institutional accounts. The majority of Mackenzie's mutual fund assets are purchased on a retail priced basis. Mackenzie also offers various series of its mutual funds with management fees that are designed for fee-based programs, institutional investors and third party investment programs offered by banks, insurance companies and investment dealers. In these series of its mutual funds, Mackenzie does not pay trailing commissions or selling commissions. At March 31, 2009, there were \$6.7 billion of mutual fund assets in these series of funds, as compared to \$7.8 billion at March 31, 2008.

Management fees were \$143.8 million for the current quarter, a decrease of \$57.3 million or 28.5% from \$201.1 million last year. The decrease in management fees was due to the decline in Mackenzie's monthly

average total assets under management combined with the change in mix of its assets under management.

Monthly average total assets under management were \$52.4 billion in the first quarter of 2009 compared to \$60.5 billion in 2008, a decrease of 13.3%.

Mackenzie's average management fee rate was 111.3 basis points in the quarter ended March 31, 2009 compared to 134.9 basis points in the comparative period last year. The decrease in the average management fee rate was due to the relative change in Mackenzie's institutional accounts, primarily due to the acquisition of Saxon on September 25, 2008, and in its non-retail priced mutual funds relative to the change in its retail priced mutual funds as institutional assets and non-retail priced mutual funds have lower management fees. In addition, changes in asset mix within Mackenzie's retail priced mutual funds, which represent the relative proportion of equity and fixed income assets under management, affect average management fee rates.

Administration fees include the following main components:

- Administration fees for providing services to the Mackenzie mutual funds and structured products.
- Asset allocation fees.

TABLE 8: OPERATING RESULTS – MACKENZIE

Three months ended (\$ millions)	2009 MARCH 31	2008 DECEMBER 31	2008 MARCH 31	% CHANGE	
				2008 DECEMBER 31	2008 MARCH 31
<b>Fee and net investment income</b>					
Management	\$ 143.8	\$ 157.6	\$ 201.1	(8.8)%	(28.5)%
Administration	33.8	33.8	34.4	–	(1.7)
Distribution	6.6	8.5	8.6	(22.4)	(23.3)
	184.2	199.9	244.1	(7.9)	(24.5)
Net investment income and other	3.3	4.6	6.9	(28.3)	(52.2)
	187.5	204.5	251.0	(8.3)	(25.3)
<b>Operating expenses</b>					
Commissions	28.8	30.1	37.9	(4.3)	(24.0)
Trailing commissions	37.3	40.2	52.7	(7.2)	(29.2)
Non-commission	70.1	70.3	77.9	(0.3)	(10.0)
	136.2	140.6	168.5	(3.1)	(19.2)
<b>Earnings before interest and taxes</b>	<b>\$ 51.3</b>	<b>\$ 63.9</b>	<b>\$ 82.5</b>	<b>(19.7)%</b>	<b>(37.8)%</b>

- Trustee and other administration fees generated from the MRS account administration business.

Administration fees were \$33.8 million for the three months ended March 31, 2009, as compared to \$34.4 million last year.

Effective August 1, 2007, Mackenzie assumed responsibility for the applicable operating expenses of the Mackenzie funds, other than GST and certain specified fund costs, in return for a fixed rate administration fee established for each fund. From August 1, 2007 until December 31, 2009, and thereafter as may be applicable, the funds that existed as at August 1, 2007 may be required to pay a monthly operating expense adjustment to Mackenzie if the combined average monthly net assets for all Mackenzie funds and series that were subject to the administration fee proposal that was approved by investors on August 7, 2007 fall to a level that is 95% of the amount of their total net assets. If it becomes payable, Mackenzie will be entitled to receive an operating expense adjustment for that month from each of those funds and series in such amount that will result in all of those series, collectively, paying an administration fee for the month equal to the administration fee that would have been payable had the monthly net assets equaled 95% of the net assets on August 1, 2007 throughout the month. If, in a subsequent month, the monthly net assets increase to an amount equal to or greater than 95% of the net assets on August 1, 2007, the operating expense adjustment will not be payable. Due to the continuing decline in Mackenzie's mutual fund assets, as a result of the volatility in the global markets, Mackenzie was entitled to an operating expense adjustment. Included in administration fees for the current quarter were operating expense adjustments of \$7.6 million compared to \$0.9 million last year.

Mackenzie earns distribution fee income on redemptions of mutual fund units sold on a deferred sales charge basis and on a low load basis. Distribution fees charged for deferred sales charge assets range from 5.5% in the first year and decrease to zero after seven years. Distribution fees for low load assets range from 3.0% in the first year and decrease to zero after three years. Distribution fee income in the current quarter of 2009 was \$6.6 million, a decrease of \$2.0 million from

\$8.6 million last year due primarily to lower redemptions subject to deferred sales charges in 2009 compared to 2008.

The primary component of net investment income and other is the net interest margin from M.R.S. Trust Company's lending and deposit-taking operations. Net investment income in the three months ended March 31, 2009 was \$3.3 million, a decrease of \$3.6 million from \$6.9 million in 2008. Net investment income in the current period was below the corresponding period last year primarily due to the lower interest rate environment experienced in 2009 as compared to 2008 which resulted in a compression in M.R.S. Trust's net interest spreads.

#### **Operating Expenses**

Mackenzie's operating expenses were \$136.2 million for the first quarter, a decrease of \$32.3 million or 19.2% from \$168.5 million last year.

Mackenzie pays selling commissions to the dealers that sell its mutual funds on a deferred sales charge and low load basis. Commission expense, which represents the amortization of selling commissions, was \$28.8 million in the quarter ended March 31, 2009, as compared to \$37.9 million last year. Mackenzie amortizes selling commissions over three years from the date of original purchase of the applicable low load units and over a maximum period of seven years from the date of original purchase of the applicable deferred sales charge units. The decrease in commissions expense as compared to last year is consistent with the general decline in selling commissions paid to dealers in both the current and previous years. An increasing percentage of Mackenzie's mutual funds are now sold on a front-end basis, and Mackenzie does not pay a selling commission on these sales.

Trailing commissions paid to dealers are calculated as a percentage of mutual fund assets under management and vary depending on the fund type and the basis upon which the fund was purchased: front-end, deferred sales charge or low load basis. Trailing commissions are generally not paid on non-retail series of mutual funds and institutional assets. Trailing commissions paid to dealers were \$37.3 million in the quarter ended March 31, 2009, a decrease of \$15.4 million or 29.2% from \$52.7 million last year. The decrease in trailing commissions is consistent with the period over period decline in average mutual fund assets under management

and the change in asset mix within Mackenzie's mutual funds. Trailing commissions as a percentage of average mutual fund assets under management were 44.8 basis points in the three month period ended March 31, 2009 and 48.0 basis points in the comparative period last year.

Non-commission expenses were \$70.1 million in the quarter ended March 31, 2009, a decrease of \$7.8 million or 10.0% from \$77.9 million last year. Non-commission expenses include costs incurred by Mackenzie related to the administration, marketing and management of its assets under management, as well as costs incurred in its account administration and trust company businesses. Mackenzie's non-commission expenses in the current quarter include costs related to Saxon's operations whereas they are not included in the comparative period last year. Excluding Saxon's non-commission expenses, Mackenzie's expenses would have been \$67.1 million in the quarter ended March 31, 2009, a decrease of \$10.8 million or 13.9% from last year. The integration of Saxon into Mackenzie's operations was completed in a timely manner in accordance with the business plan prepared by management at the time of acquisition.

## **Q1 2009 VS. Q4 2008**

### **Fee and Net Investment Income**

Management fees were \$143.8 million for the current quarter, a decrease of \$13.8 million or 8.8% from \$157.6 million in the fourth quarter of 2008. The decrease in management fees was due primarily to the decline in Mackenzie's monthly average total assets under management combined with the change in mix of its assets under management. In addition, the first quarter of 2009 contains two fewer calendar days than the fourth quarter of 2008 and results in a reduction in fee income of approximately \$2.5 million in the current quarter.

Monthly average total assets under management were \$52.4 billion in the current quarter compared to \$56.1 billion in the quarter ended December 31, 2008, a decrease of 6.6%. Mackenzie's average management fee rate was 111.3 basis points in the current quarter and 111.8 basis points in the fourth quarter of 2008.

Administration fees were \$33.8 million in both the current quarter and the quarter ended December 31, 2008. Included in administration fees for the current

quarter were fund operating expense adjustments of \$7.6 million as compared to \$6.5 million in the fourth quarter of 2008.

Distribution fee income on redemptions of mutual fund units in the current quarter was \$6.6 million, a decrease of \$1.9 million from \$8.5 million in the quarter ended December 31, 2008.

Net investment income in the current quarter was \$3.3 million, a decrease of \$1.3 million from \$4.6 million in the previous quarter. Net investment income in this quarter was below the fourth quarter of 2008 primarily due to the lower interest rate environment experienced in 2009 as compared to 2008 which resulted in a compression in M.R.S. Trust's net interest spreads.

### **Operating Expenses**

Mackenzie's operating expenses were \$136.2 million for the current quarter, a decrease of \$4.4 million or 3.1% from \$140.6 million in the fourth quarter of 2008.

Commission expense, which represents the amortization of selling commissions, was \$28.8 million in the quarter ended March 31, 2009, as compared to \$30.1 million in the fourth quarter of 2008.

Trailing commissions paid to dealers were \$37.3 million in the first quarter of 2009, a decrease of \$2.9 million or 7.2% from \$40.2 million in the fourth quarter of 2008. The decrease in trailing commissions is consistent with the quarter over quarter decline in average mutual fund assets under management and the change in asset mix within Mackenzie's mutual funds. Trailing commissions as a percentage of average mutual fund assets under management were 44.8 basis points in the current quarter and 44.5 basis points in the quarter ended December 31, 2008.

Non-commission expenses were \$70.1 million in the current quarter, a decrease of \$0.2 million or 0.3% from the fourth quarter of 2008. Non-commission expenses include costs incurred by Mackenzie related to the administration, marketing and management of its assets under management, as well as costs incurred in its account administration and trust company businesses. Mackenzie continues to actively manage its non-commission expenses in a manner that enhances its future operating capabilities while at the same time focusing its spending on revenue generating initiatives to further grow the business.

# IGM Financial Inc.

## Consolidated Financial Position

IGM Financial's total assets were \$8.924 billion at March 31, 2009, compared to \$8.234 billion at December 31, 2008.

### SECURITIES

The composition of the Company's securities holdings net of derivatives classified as fair value hedges is detailed in Table 9.

#### Available for Sale Securities

Securities classified as available for sale include equity securities, fixed income securities and investments in proprietary mutual funds. Unrealized gains and losses on available for sale securities not designated as part of a hedging relationship are recorded in Other comprehensive income until realized.

The fair value of the Company's common share holdings, net of derivatives classified as fair value hedges, was \$238.5 million as at March 31, 2009 compared to \$294.2 million at December 31, 2008, a decrease of \$55.7 million. The decrease was due to the impact of net sales of common share holdings in 2009 of \$35.4 million and the impact of the change in the fair value of the portfolio. Unrealized losses on the common share portfolio net of derivatives were \$134.8 million at March 31, 2009 compared to \$112.0 million at

December 31, 2008. The Company's exposure to and management of equity price risk related to its common share holdings is discussed fully in the Financial Instruments section of the MD&A and in Note 2 to the interim Consolidated Financial Statements.

Fixed income securities of \$216.2 million at March 31, 2009 are comprised primarily of bankers' acceptances, Canadian chartered bank senior deposit notes and corporate bonds.

#### Held for Trading Securities

Securities classified as held for trading include Canada Mortgage Bonds, fixed income securities comprised of non-bank-sponsored asset-backed commercial paper (ABCP), and NHA MBS. Unrealized gains and losses are recorded in Net investment income and other in the Consolidated Statements of Income.

To support the Company's interest rate risk management activities relating to its mortgage banking operations the Company purchased Canada Mortgage Bonds during the first quarter of 2009. These securities were subsequently sold during the quarter under repurchase agreements which represent short-term funding transactions where the Company sells securities that it owns and commits to repurchase these securities at a specified price on a specified date in the future.

TABLE 9: SECURITIES, NET OF DERIVATIVES CLASSIFIED AS FAIR VALUE HEDGES

(\$ thousands)	MARCH 31, 2009		DECEMBER 31, 2008	
	COST	FAIR VALUE	COST	FAIR VALUE
<b>Available for Sale</b>				
Common Shares <sup>(1)</sup>	\$ 373,306	\$ 238,511	\$ 406,172	\$ 294,164
Investments in proprietary mutual funds	39,027	33,832	33,360	28,518
Fixed income securities	213,410	216,234	229,969	231,289
	625,743	488,577	669,501	553,971
<b>Held for Trading</b>				
Canada Mortgage Bonds	597,318	592,035	–	–
Fixed income securities	33,366	29,666	–	–
NHA MBS	9,987	10,276	15,788	16,077
	640,671	631,977	15,788	16,077
	\$ 1,266,414	\$ 1,120,554	\$ 685,289	\$ 570,048

(1) The fair value of derivatives classified as fair value hedges represent an increase to the fair value of common shares of \$18.3 million at March 31, 2009 and \$32.4 million at December 31, 2008 and are classified as Other Assets or Other Liabilities on the Consolidated Balance Sheets.

These securities have a fair value of \$592.0 million. The obligation to repurchase the securities is recorded at amortized cost and has a carrying value of \$592.5 million. The interest expense related to these obligations is recorded on an accrual basis in Net investment income and other in the Consolidated Statements of Income.

The Company's original investment in ABCP totalled \$50.2 million. The Company previously reduced the fair value of the ABCP by recording charges totalling \$14.9 million and recording a further \$3.7 million charge in the first quarter of 2009. The Company's investment in ABCP was reduced by \$1.9 million in cash received in the quarter from the ABCP conduit trusts. Refer to Note 2 of the interim Consolidated Financial Statements for additional information.

## **LOANS**

Loans, including mortgages and investment loans, increased by \$95.4 million to \$685.0 million at March 31, 2009 and represented 7.7% of total assets, compared to 7.2% at December 31, 2008. Residential mortgage loans related to the Company's mortgage banking operations increased by \$83.2 million. In the Company's deposit operations, investment loans increased by \$12.7 million while residential mortgage loans decreased by \$0.5 million in the three month period.

Residential mortgage loans originated by Investors Group are funded primarily through sales to third parties, including CMHC or Canadian bank sponsored securitization trusts, on a fully serviced basis. M.R.S. Trust Company sources mortgage loans through

mortgage brokers and investment loans through financial advisors. These loans are funded primarily through the Company's deposit operations and, in certain instances, are sold to third parties (including securitization trusts) on a fully serviced basis.

The Company's exposure to and management of credit risk and interest rate risk related to its loan portfolios and its mortgage banking operations is discussed fully in the Financial Instruments section of the MD&A.

## **OFF-BALANCE SHEET SECURITIZATION ARRANGEMENTS**

The Company's liquidity management practices include the periodic sales of mortgages to securitization trusts sponsored by third parties that in turn issue securities to investors. The Company retains servicing responsibilities and, in some cases, certain elements of recourse with respect to credit losses on transferred loans. During the first quarter of 2009, the Company entered into securitization transactions with Canadian bank-sponsored securitization trusts and the CMB Program through its mortgage banking operation with proceeds of \$218.4 million compared with \$271.2 million in the first quarter of 2008 as discussed in Note 3 to the interim Consolidated Financial Statements. Securitized loans serviced at March 31, 2009 totalled \$2,982.2 million compared with \$2,353.0 million at March 31, 2008. The fair value of the Company's retained interest was \$224.0 million at March 31, 2009, \$216.5 million at December 31, 2008 and \$99.1 million at March 31, 2008.

## Consolidated Liquidity and Capital Resources

### LIQUIDITY

Cash and cash equivalents totalled \$1.24 billion at March 31, 2009 compared to \$1.23 billion and \$1.09 billion at December 31, 2008 and March 31, 2008, respectively. A significant portion of cash and cash equivalents and loans relates to the Company's deposit operations as shown in Table 10.

Working capital totalled \$812.2 million at March 31, 2009 compared to \$817.8 million at December 31, 2008, excluding the Company's cash and cash equivalents related to its deposit operations as shown in Table 10.

Working capital requirements include:

- Financing ongoing operations, including the funding of selling commissions.
- Temporarily financing mortgages in its mortgage banking facility.
- Meeting regular interest and dividend obligations related to long-term debt and preferred shares.
- Payment of quarterly dividends on its outstanding common shares.
- Maintaining liquidity requirements for regulated entities.
- Financing common share repurchases related to the Company's normal course issuer bid.

IGM Financial continues to generate significant cash flows from its operations. Earnings before interest, taxes, depreciation and amortization (EBITDA) totalled

\$294.6 million in the first quarter of 2009 compared to \$404.6 million and \$305.9 million in the first quarter and the fourth quarter of 2008, respectively.

Refer to the Financial Instruments section of this MD&A for information related to other sources of liquidity and to the Company's exposure to and management of liquidity risk.

### Cash Flows

Table 11 – Cash Flows is a summary of the Consolidated Statements of Cash Flows which form part of the interim Consolidated Financial Statements for the quarter ended March 31, 2009. Cash and cash equivalents increased \$3.0 million in the quarter compared with a decrease of \$88.1 million in the first quarter of 2008.

Operating activities, before payment of commissions, generated \$199.1 million during the quarter as compared to \$143.5 million in 2008. Cash commissions paid were \$61.5 million in 2009, a decrease of 32.6% compared to \$91.3 million in 2008, consistent with the decline in mutual fund sales. Net cash flows from operating activities, net of commissions paid, was \$137.6 million in 2009 as compared to \$52.2 million in 2008.

Financing activities during the first quarter of 2009 compared to the same period in 2008 related primarily to:

- A net increase of \$86.3 million in deposits and certificates in 2009 compared to a net increase of \$83.1 million in 2008. The net increase in 2009

TABLE 10: ASSETS RELATED TO DEPOSIT OPERATIONS

<i>(\$ millions)</i>	2009 MARCH 31	2008 DECEMBER 31	2008 MARCH 31
<b>Assets</b>			
Cash and cash equivalents	\$ 517.9	\$ 475.2	\$ 570.1
Securities	218.1	188.0	20.2
Loans	456.0	443.3	501.9
<b>Total assets</b>	<b>\$ 1,192.0</b>	<b>\$ 1,106.5</b>	<b>\$ 1,092.2</b>
<b>Liabilities and shareholders' equity</b>			
Deposit liabilities	\$ 1,045.3	\$ 959.0	\$ 940.0
Other liabilities – net	45.0	46.5	34.8
Shareholders' equity	101.7	101.0	117.4
<b>Total liabilities and shareholders' equity</b>	<b>\$ 1,192.0</b>	<b>\$ 1,106.5</b>	<b>\$ 1,092.2</b>

TABLE 11: CASH FLOWS

Three months ended (\$ millions)	2009 MARCH 31	2008 MARCH 31	CHANGE
Operating activities			
Before payment of commissions	\$ 199.1	\$ 143.5	38.7%
Commissions paid	(61.5)	(91.3)	32.6
Net of commissions paid	137.6	52.2	163.6
Financing activities	546.6	(62.8)	N/M
Investing activities	(681.2)	(77.5)	N/M
<b>Increase (decrease) in cash and cash equivalents</b>	<b>3.0</b>	<b>(88.1)</b>	<b>103.4</b>
Cash and cash equivalents, beginning of period	1,232.2	1,180.3	4.4
<b>Cash and cash equivalents, end of period</b>	<b>\$ 1,235.2</b>	<b>\$ 1,092.2</b>	<b>13.1%</b>

related to increases in both demand and term deposits levels.

- Net proceeds of \$592.5 million arising from obligations related to assets sold under repurchase agreements in 2009 compared with nil in 2008.
- Proceeds received on the issuance of common shares under the Company's stock option program of \$4.0 million in 2009 compared with \$6.0 million in 2008.
- The payment of regular common share dividends which increased to \$134.5 million in 2009 from \$121.5 million in 2008 as a result of increases in the Company's common share dividend rate.
- The purchase of 60,000 common shares in 2009 under IGM Financial's normal course issuer bid at a cost of \$1.6 million compared with the purchase of 715,000 common shares at a cost of \$30.3 million in 2008.

Investing activities during the first quarter of 2009 compared to the same period in 2008 related primarily to:

- Purchases of securities totalling \$661.7 million of which \$597.3 million related to Canada Mortgage Bonds and sales of securities with proceeds of \$82.8 million in 2009 compared with \$34.1 million and \$37.1 million, respectively, in 2008.
- Net increases in loans of \$318.1 million compared to \$343.0 million in 2008 related primarily to residential mortgages in the Company's mortgage banking operations.

- Net cash proceeds resulting from the securitization of residential mortgage loans through Canadian bank-sponsored securitization trusts and the CMB Program of \$218.4 million in 2009 compared to \$271.2 million in 2008.

## CAPITAL RESOURCES

The Company's capital management objective is to maximize shareholder returns while ensuring that the Company is capitalized in a manner which appropriately supports regulatory requirements, working capital needs and business expansion. The Company's capital management practices are focused on preserving the quality of its financial position by maintaining a solid capital base and a strong balance sheet. The Company regularly assesses its capital management practices in response to changing economic conditions. Capital of the Company consisted of long-term debt, preferred shares and shareholders' equity which totalled \$5.7 billion at March 31, 2009, unchanged from December 31, 2008.

The Company's capital is primarily utilized in its ongoing business operations to support working capital requirements, long-term investments made by the Company, business expansion and other strategic objectives. Subsidiaries subject to regulatory capital requirements include trust companies, securities dealers and mutual fund dealers. The Company's subsidiaries have complied with all regulatory capital requirements.

Capital management activities for the first quarter of 2009 included the repurchase of 60,000 common shares at a cost of \$1.6 million under the normal course issuer bid (Note 5 to the interim Consolidated Financial Statements). The Company commenced a normal course issuer bid on March 23, 2009 to purchase up to 5% of its common shares in order to provide flexibility to repurchase common shares as conditions warrant. Other capital management activities in the first quarter of 2009 included the declaration of preferred share dividends of \$5.2 million and common share dividends of \$134.5 million. Changes in common share capital are reflected in the Consolidated Statements of Changes in Shareholders' Equity. Long-term debt of \$1.2 billion and preferred shares of \$360 million remain unchanged.

During 2008, the Company filed a short form base shelf prospectus giving the Company the flexibility to adjust its capital structure in response to changes in economic conditions and changes in its financial condition. On April 7, 2009 the Company completed a public offering of \$375 million, 7.35% debentures maturing April 8, 2019. The debentures were priced to provide a yield to maturity of 7.358%. A portion of the net proceeds of the issue were utilized to repay the outstanding \$287 million bankers' acceptances used to finance the acquisition of Saxon Financial Inc. in 2008. The remaining proceeds will be used for general corporate and investment purposes.

On March 6, 2009, Standard & Poor's (S&P) completed its annual review and reaffirmed its "A+" ratings of IGM Financial's senior debt and liabilities. The Company's outlook was revised from stable to negative reflecting S&P's review of continuing market uncertainties in 2009 which could lead to lower assets under management and, as such, a lower basis for recurring revenues. In April 2009, the Dominion Bond Rating Service (DBRS) reaffirmed its rating at "A (high)" with a stable outlook.

Credit ratings are intended to provide investors with an independent measure of the credit quality of the securities of a company and are indicators of the likelihood of payment and the capacity of a company to meet its obligations in accordance with the terms of each obligation. Descriptions of the rating categories

for each of the agencies set forth below have been obtained from the respective rating agencies' websites.

These ratings are not a recommendation to buy, sell or hold the securities of the Company and do not address market price, nor other factors that might determine suitability of a specific security for a particular investor. The ratings also may not reflect the potential impact of all risks on the value of securities and are subject to revision or withdrawal at any time by the rating organization.

The "A+" rating assigned to the Company's senior unsecured debentures by S&P is the third highest of the ten major rating categories for long-term debt and indicates S&P's view that the Company's capacity to meet its financial commitment on the obligation is strong, but the Company is somewhat more susceptible to the adverse effects of changes in circumstances and economic conditions than companies in higher rated categories. S&P uses "+" or "-" designations to indicate the relative standing within the major rating categories.

According to S&P, the "Negative" rating outlook means that S&P considers there to be at least a one-in-three probability of a downward movement in a long-term counterparty credit rating over the medium term. A negative outlook is not necessarily a precursor to a downgrade.

The A (High) rating assigned to IGM Financial's senior unsecured debentures by DBRS is the third highest of the ten rating categories for long-term debt. Under the DBRS system, debt securities rated A (High) are of satisfactory credit quality and protection of interest and principal is considered substantial. While this is a favourable rating, entities in the A (High) category are considered to be more susceptible to adverse economic conditions and have greater cyclical tendencies than higher-rated companies. A reference to "high" or "low" reflects the relative strength within the rating category, while the absence of either a "high" or "low" designation indicates the rating is placed in the middle of the category.

According to DBRS, the "Stable" rating trend helps give investors an understanding of DBRS's opinion regarding the outlook for the rating.

## FINANCIAL INSTRUMENTS

Table 12 presents the carrying value and the fair value of financial instruments.

There have been no changes to the methods and assumptions used in determining the fair values as described in Note 21 to the Consolidated Financial Statements in the 2008 IGM Financial Inc. Annual Report.

Although the volatility experienced in capital markets throughout the first quarter of 2009 resulted in changes to both the carrying values and fair values of financial instruments, these changes did not have a material impact on the financial condition of the Company for the three months ended March 31, 2009. The Company actively manages risks that arise as a result of holding financial instruments which include liquidity, credit and market risk.

### Liquidity Risk

Liquidity risk is the risk that the Company cannot meet a demand for cash or fund its obligations as they come due. The Company's liquidity management practices include:

- Controls over liquidity management processes;
- Stress testing of various operating scenarios;
- Oversight over liquidity management by Committees of the Board of Directors.

As part of these ongoing liquidity management practices during 2008 and the first quarter of 2009, the Company:

- Filed a short form base shelf prospectus to give the Company the flexibility to access debt and equity markets;
- Increased the Company's committed lines of credit;
- Developed additional funding sources for the Company's mortgage banking operations;
- Reviewed the concentration and diversification profile of the Company's cash and cash equivalents;
- Reduced the equity component of the Company's securities portfolio.

On April 7, 2009 the Company completed a public offering of \$375 million debentures maturing in April, 2019 as discussed in the Capital Resources section of this MD&A.

TABLE 12: FINANCIAL INSTRUMENTS

(\$ millions)	MARCH 31, 2009		DECEMBER 31, 2008	
	CARRYING VALUE	FAIR VALUE	CARRYING VALUE	FAIR VALUE
<b>Assets</b>				
Cash and cash equivalents	\$ 1,235.2	\$ 1,235.2	\$ 1,232.2	\$ 1,232.2
Securities	1,102.2	1,102.2	537.7	537.7
Loans	685.0	691.4	589.6	591.7
Other financial assets	280.5	280.5	281.1	281.1
Derivative assets	169.2	169.2	169.5	169.5
Total financial assets	\$ 3,472.1	\$ 3,478.5	\$ 2,810.1	\$ 2,812.2
<b>Liabilities</b>				
Deposits and certificates	\$ 1,045.3	\$ 1,058.1	\$ 959.0	\$ 964.2
Bankers' acceptances	286.8	286.8	286.6	286.6
Repurchase agreements	592.4	592.4	—	—
Other financial liabilities	686.2	686.2	689.6	689.6
Derivative liabilities	146.4	146.4	141.8	141.8
Preferred share liabilities	360.0	370.9	360.0	366.5
Long-term debt	1,200.0	1,171.6	1,200.0	1,206.2
Total financial liabilities	\$ 4,317.1	\$ 4,312.4	\$ 3,637.0	\$ 3,654.9

A key liquidity requirement for the Company is the funding of commissions paid on the sale of mutual funds. The payment of commissions continues to be fully funded through ongoing cash flow from operations.

The Company also maintains sufficient liquidity to fund and temporarily hold mortgages. Through its mortgage banking operations, residential mortgages are funded through placement with Investors Mortgage and Short Term Income Fund and Investors Group's intermediary operations or through sales to third parties, including Canada Mortgage and Housing Corporation (CMHC) or Canadian bank sponsored securitization trusts or through private placements to institutional investors. During the second quarter of 2008, the Company was approved by CMHC as an issuer of National Housing Act Mortgage Backed Securities (NHA MBS) and as a seller into the Canada Mortgage Bond Program (CMB Program). This issuer and seller status provides Investors Group with additional funding sources for residential mortgages. During the first quarter of 2009, whole loan sales to third parties totalled \$139.5 million and proceeds from securitizations were \$218.4 million, compared with \$25.3 million and \$271.2 million respectively in the first quarter of 2008.

The Company's continued ability to fund residential mortgages through Canadian bank-sponsored securitization trusts and NHA MBS is dependent on securitization market conditions that are subject to change. In the fourth quarter of 2008, in addition to its continuing support of the CMB Program, the

Government of Canada announced additional funding of \$75 billion for MBS auctions. An additional \$50 billion of funding was announced in its budget in January 2009.

Liquidity requirements for trust subsidiaries which engage in financial intermediary activities are based on policies approved by the investment and conduct review committees of their respective Boards of Directors. As at March 31, 2009, liquidity for the trust subsidiaries was in compliance with these policies.

The Company's contractual maturities are reflected in Table 13.

In addition to IGM Financial's current balance of cash and cash equivalents, other potential sources of liquidity include the Company's lines of credit and portfolio of securities. The Company maintains operating lines of credit with various Schedule I Canadian chartered banks totalling \$475 million as at March 31, 2009, unchanged from December 31, 2008. The operating lines of credit consist of committed lines of \$300 million and uncommitted lines of \$175 million. As at March 31, 2009, the Company had utilized \$100.0 million of its uncommitted operating lines of credit, unchanged from December 31, 2008.

In connection with the acquisition of Saxon Financial Inc. on September 25, 2008, the Company maintained a non-revolving bridge credit facility with a Schedule I chartered bank totalling \$287 million. At March 31, 2009, the Company had utilized \$287.0 million. During April 2009, the Company repaid the balance of the credit facility.

TABLE 13: CONTRACTUAL OBLIGATIONS

As at March 31, 2009 (\$ millions)	DEMAND	LESS THAN 1 YEAR	1 - 5 YEARS	AFTER 5 YEARS	TOTAL
Deposits and certificates	\$ 795.8	\$ 107.8	\$ 136.9	\$ 4.8	\$ 1,045.3
Bankers' acceptances	—	—	286.8 <sup>(1)</sup>	—	286.8
Other liabilities	—	105.0	137.0	4.4	246.4
Long-term debt	—	—	450.0	750.0	1,200.0
Preferred shares	—	—	360.0	—	360.0
Operating leases <sup>(2)</sup>	—	42.5	107.0	91.7	241.2
<b>Total contractual obligations</b>	<b>\$ 795.8</b>	<b>\$ 255.3</b>	<b>\$ 1,477.7</b>	<b>\$ 850.9</b>	<b>\$ 3,379.7</b>

(1)The Company repaid the bankers' acceptances in April with the proceeds of the debentures issued on April 7, 2009.

(2)Includes office space and equipment used in the normal course of business.

Lease payments are charged to earnings in the period of use.

The Company accessed the domestic debt markets to raise capital through the issuance of debentures in April 2009, however, its ability to access capital markets to raise funds continues to be dependent on market conditions which have been adversely affected by the current credit conditions.

Management believes cash flows from operations, available cash balances and other sources of liquidity described above will be sufficient to fund the Company's liquidity needs. The Company continues to have the ability to meet its operational cash flow requirements, its contractual obligations, as reflected in Table 13, and its declared dividends. The current practice of the Company is to declare and pay dividends to common shareholders on a quarterly basis at the discretion of the Board of Directors. Dividends increased for the 19th consecutive year in 2008, rising 22.5 cents to \$2.00 per share for the year. In the first quarter of 2009 the Company declared a dividend of 51.25 cents per share, payable on April 30, 2009. The declaration of dividends by the Board of Directors is dependent on a variety of factors, including earnings which are significantly influenced by the performance of debt and equity markets. The Company's liquidity position and its management of liquidity risk have not changed materially since December 31, 2008.

### **Credit Risk**

Credit risk is the potential for financial loss to the Company if a counterparty in a transaction fails to meet its obligations. The Company's cash and cash equivalents, securities holdings, mortgage and investment loan portfolios, and derivatives are subject to credit risk. The Company monitors its credit risk management practices continuously to evaluate their effectiveness.

At March 31, 2009, cash and cash equivalents of \$1.24 billion consisted of cash balances of \$145.3 million on deposit with Canadian chartered banks and cash equivalents of \$1.09 billion. Cash equivalents consist of Government of Canada treasury bills totalling \$334.1 million, provincial government and government guaranteed commercial paper of \$84.9 million and bankers' acceptances issued by Canadian chartered banks of \$670.9 million. The Company regularly reviews the credit ratings of its counterparties. The maximum

exposure to credit risk on these financial instruments is their carrying value. The Company mitigates credit risk on these financial instruments by adhering to its Investment Policy that outlines credit risk parameters and concentration limits.

Available for sale fixed income securities at March 31, 2009 are comprised primarily of bankers' acceptances of \$121.9 million, Canadian chartered bank senior deposit notes of \$58.0 million and corporate bonds of \$33.2 million. The maximum exposure to credit risk on these financial instruments is their carrying value. The Company mitigates credit risk on these financial instruments by adhering to its Investment Policy that outlines credit risk parameters and concentration limits.

Held for trading fixed income securities are comprised of non-bank-sponsored ABCP with a fair value of \$29.7 million which represents the maximum exposure to credit risk at March 31, 2009. Refer to Note 2 to the interim Consolidated Financial Statements for information related to the valuation of ABCP.

The Company regularly reviews the credit quality of the mortgage and investment loan portfolios and the adequacy of the general allowance. As at March 31, 2009 mortgages and investment loans totalled \$370.0 million and \$323.2 million, respectively. The allowance for credit losses of \$8.2 million at March 31, 2009 exceeded impaired mortgages and investment loans by \$6.8 million. As at March 31, 2009, the mortgage portfolios were geographically diverse, 100% residential and 53% insured. The credit risk on the investment loan portfolio is mitigated through the use of collateral, primarily in the form of mutual fund investments. Uninsured non-performing loans over 90 days in the mortgage and investment loan portfolios were \$1.2 million at March 31, 2009 compared with \$0.5 million at December 31, 2008. The characteristics of the mortgage and investment loan portfolios have not changed significantly during 2009.

The Company's exposure to and management of credit risk related to cash and cash equivalents, fixed income securities and mortgage and investment loan portfolios have not changed materially since December 31, 2008.

The Company regularly reviews the credit quality of the mortgage loans securitized through CMHC or Canadian bank sponsored (Schedule I chartered banks) securitization trusts. The maximum exposure to credit

risk attributable to securitized mortgage loans is equal to the fair value of the retained interests in the securitized loans, which was \$224.0 million at March 31, 2009 compared to \$216.5 million at December 31, 2008 and \$99.1 million at March 31, 2008. Retained interests include:

- Cash reserve accounts and rights to future excess spread which totalled \$88.0 million at March 31, 2009. This portion of the retained interest is subordinated to the interests of the related CMHC or Canadian bank sponsored securitization trusts and represents the maximum exposure to credit risk for any failure of the borrowers to pay when due. Securitized mortgage loans serviced totalled \$3.0 billion at March 31, 2009 compared to \$2.9 billion at December 31, 2008. Uninsured non-performing loans over 90 days in these portfolios was \$0.3 million at March 31, 2009 compared to nil at December 31, 2008. The Company's exposure to credit risk related to cash reserve accounts and rights to future excess spread was not significant at March 31, 2009.
- Fair value of interest rate swaps entered into by the Company associated with securitization activities which totalled \$136.0 million at March 31, 2009. The outstanding notional amount of these interest rate swaps was \$4.0 billion at March 31, 2009 compared to \$3.3 billion at December 31, 2008. The exposure to credit risk, which is limited to the fair value of the interest rate swaps which were in a gain position, totalled \$158.4 million at March 31, 2009 compared to \$153.6 million at December 31, 2008. Counterparties are all bank-sponsored securitization trusts and, as a result, management has determined that credit risk related to these interest rate swaps was not significant at March 31, 2009.

Additional information related to the Company's securitization activities and utilization of derivative contracts can be found in Notes 1, 4 and 20 to the Consolidated Financial Statements in the 2008 IGM Financial Inc. Annual Report.

The outstanding notional amount of derivative contracts, excluding interest rate swaps discussed above, was \$2.6 billion at March 31, 2009 compared to

\$2.7 billion at December 31, 2008. These derivative contracts consist primarily of interest rate swaps which are utilized in the Company's mortgage banking operations as discussed in the Market Risk section. The exposure to credit risk, which is limited to the fair value of those instruments which were in a gain position, decreased to \$24.1 million at March 31, 2009 from \$39.4 million at December 31, 2008 primarily due to the decrease in the notional amount of these derivative contracts and to changes in interest rates in 2009. This does not give effect to any netting agreements or collateral arrangements. In all cases, counterparties for derivatives are Canadian Schedule I chartered banks and, as a result, management has determined that the Company's overall credit risk is not significant at March 31, 2009. Management of credit risk has not changed materially since December 31, 2008. Additional information related to the Company's utilization of derivative contracts can be found in Notes 1 and 20 to the Consolidated Financial Statements in the 2008 IGM Financial Inc. Annual Report.

#### **Market Risk**

Market risk is the potential for loss to the Company from changes in the values of its financial instruments due to changes in interest rates, foreign exchange rates or equity prices. The Company's financial instruments are generally denominated in Canadian dollars, and do not have significant exposure to changes in foreign exchange rates.

The Company is exposed to interest rate risk on its loan portfolio, fixed income securities, Canada Mortgage Bonds and on certain of the derivative financial instruments used in the Company's mortgage banking and intermediary operations.

The objective of the Company's asset liability management is to control interest rate risk related to its intermediary operations by actively managing its interest rate exposure. As at March 31, 2009, the total gap between one-year deposit assets and liabilities was within the Company's stated guidelines.

The Company utilizes interest rate swaps with Canadian Schedule I chartered bank counterparties in order to reduce the impact of fluctuating interest rates on its mortgage banking operations, as follows:

- As part of the securitization transactions with bank-sponsored securitization trusts the Company enters into interest rate swaps with the trusts which transfers the interest rate risk to the Company. The Company enters into offsetting interest rate swaps with Schedule I banks to hedge this risk. Under these securitization transactions with bank-sponsored securitization trusts the Company is exposed to ABCP rates and, after effecting its interest rate hedging activities, remains exposed to the risk that ABCP rates are greater than BA rates.
- As part of the securitization transactions under the CMB Program, the Company enters into interest rate swaps with Schedule I chartered bank counterparties that transfer the interest rate risk associated with the program, including reinvestment risk to the Company. To manage these interest rate and reinvestment risks, the Company enters into offsetting interest rate swaps with Schedule I chartered bank counterparties to reduce the impact of fluctuating interest rates.
- The Company is exposed to the impact that changes in interest rates may have on the value of its investments in Canada Mortgage Bonds. The Company enters into interest rate swaps with Schedule I chartered bank counterparties to hedge interest rate risk on these bonds.
- The Company is also exposed to the impact that changes in interest rates may have on the value of mortgages held by or committed to by the Company. The Company may enter into interest rate swaps to hedge this risk.

As at March 31, 2009, the impact of a 100-basis point change in interest rates to Net income would have been approximately \$3.4 million.

The Company is exposed to equity price risk on its securities holdings and on the related derivative financial instruments. The Company adheres to an Investment Policy that outlines the objectives, constraints and parameters relating to its investing activities. This policy prescribes limits around the quality and concentration of investments held by the Company. The Company manages its exposure to equity price risk on a portion of its corporate securities portfolio by using a variety of derivative instruments including options and forward

contracts. Management regularly reviews the Company's investments to ensure all activities are in adherence to the Investment Policy. Common shares are reviewed periodically, or more frequently when conditions warrant, to determine whether there is objective evidence of an other-than-temporary impairment in value. A significant portion of the unrealized losses occurred during the latter part of 2008 reflecting the current market environment and resulting price fluctuations. The Company holds a diversified portfolio of securities that consists primarily of well-capitalized, dividend-paying Canadian common shares that are included in the S&P TSX 60 Index. The Company has the ability and intent to hold the portfolio of securities for a period of time sufficient to allow for any recovery of their fair value. As at March 31, 2009, the Company concluded that the gross unrealized losses were temporary.

The Company's common shares and investments in proprietary mutual funds are classified as available for sale as shown in Table 9, therefore unrealized gains and losses on securities that are not part of a designated hedging relationship are recorded in Other comprehensive income until realized. As at March 31, 2009, the impact of a 10% decrease in equity prices would have been a \$19.6 million unrealized loss recorded in Other comprehensive income.

The Company's exposure to and management of interest rate risk and equity price risk has not changed materially since December 31, 2008.

#### **MARKET RISK RELATED TO ASSETS UNDER MANAGEMENT**

At March 31, 2009, mutual fund industry assets in Canada were approximately \$542.9 billion, a decrease of 2.1% relative to December 31, 2008, reflecting the volatility experienced in both credit and capital markets. The \$11.7 billion decrease in industry assets since December 31, 2008 reflected net cash inflow of \$3.3 billion, an estimated \$16.3 billion in market depreciation for the year and \$1.3 billion in mutual fund assets not previously reported.

The Company has become subject to an increased risk of asset volatility from changes in the Canadian and international financial and equity markets. Changes in

these markets have caused in the past, and would cause in the future, changes in the Company's assets under management, revenues and earnings. Global economic conditions, exacerbated by war or financial crises, changes in the equity market place, currency exchange rates, interest rates, inflation rates, the yield curve, defaults by derivative counterparties and other factors that are difficult to predict affect the mix, market values and levels of assets under management.

The funds managed by the Company may be subject to unanticipated redemptions as a result of such events. Changing market conditions may also cause a shift in asset mix between equity and fixed income assets, potentially resulting in a decline in the Company's revenue and earnings depending upon the nature of the assets under management and the level of management fees earned by the Company.

Interest rates at unprecedented low levels have had a negative impact on the yields of the Company's money market and managed yield unit trust and Corporate Class mutual funds. During the first quarter of 2009, both Investors Group and Mackenzie waived a portion of investment management fees or absorbed some expenses to ensure that these funds maintained positive yields. The Company will review its practices in this regard in response to changing market conditions.

IGM Financial provides Consultants and independent financial advisors with a high level of service and support and a broad range of investment products based on asset classes, countries or regions, and investment management styles. These are key advantages in maintaining strong client relationships and decreasing redemption rates.

The mutual fund industry and financial advisors continue to take steps to educate Canadian investors on the merits of financial planning, diversification and

long-term investing. In periods of volatility our Consultants and independent financial advisors play a key role in assisting investors to maintain perspective and focus on their long-term objectives.

Redemption rates for long-term funds are summarized in Table 14 and are discussed in the Investors Group and Mackenzie Segment Operating Results section of the MD&A.

## OTHER RISK FACTORS

### Distribution Risk

*Investors Group Consultant Network* – Investors Group derives all of its mutual fund sales through its Consultant network. Investors Group Consultants have regular direct contact with clients which can lead to a strong and personal client relationship based on the client's confidence in that individual Consultant. The market for financial advisors is extremely competitive. The loss of a significant number of key Consultants could lead to the loss of client accounts which could have an adverse effect on Investors Group's results of operations and business prospects. Investors Group is focused on growing its distribution network of Consultants as discussed in the Investors Group Review of the Business section of the MD&A in the 2008 IGM Financial Inc. Annual Report.

*Mackenzie* – Mackenzie derives substantially all of its mutual fund sales through independent financial advisors. Mackenzie's ability to market its products is highly dependent on access to various distribution channels. These intermediaries generally offer their clients investment products in addition to, and in competition with Mackenzie. The inability to have such access could have a material adverse effect on Mackenzie's operating results and business prospects. However, Mackenzie's

TABLE 14: TWELVE MONTH TRAILING REDEMPTION RATE FOR LONG-TERM FUNDS

As at March 31	2009	2008
<b>IGM Financial Inc.</b>		
Investors Group	7.7%	7.4%
Mackenzie	18.3%	14.4%
Counsel Group of Funds	14.6%	10.3%

diverse portfolio of financial products and its long-term investment performance record, marketing, educational and service support has made Mackenzie one of Canada's leading companies serving independent financial advisors. These factors are discussed further in the Mackenzie Review of the Business section of the MD&A in the 2008 IGM Financial Inc. Annual Report.

### **The Regulatory Environment**

IGM Financial is subject to complex and changing legal, taxation and regulatory requirements, including the requirements of agencies of the federal, provincial and territorial governments in Canada which regulate the Company and its activities. The principal regulators of the Company and its subsidiaries are the Canadian Securities Administrators, the Mutual Fund Dealers Association of Canada, the Investment Industry Regulatory Organization of Canada and the Office of the Superintendent of Financial Institutions. These and other regulatory bodies regularly adopt new laws, rules, regulations and policies that apply to the Company and its subsidiaries. Regulatory standards affecting the Company and the financial services industry are increasing. The Company and its subsidiaries are subject to regular regulatory reviews as part of the normal ongoing process of oversight by the various regulators.

Failure to comply with laws, rules or regulations could lead to regulatory sanctions and civil liability, and may have an adverse reputational or financial effect on the Company. The Company manages regulatory risk through its efforts to promote a strong culture of compliance. It monitors regulatory developments and their impact on the Company. It also continues to develop and maintain compliance policies, processes and oversight, including specific communications on compliance and legal matters, training, testing, monitoring and reporting. The Audit Committee of the Company receives regular reporting on compliance initiatives and issues.

### **Contingencies**

The Company is subject to legal actions, including class actions, arising in the normal course of its business. Two class actions related to alleged market timing trading activity in mutual funds of the companies are continuing. Investors Group entered into settlement agreements in 2004 with a number of its securities regulators in respect of such market timing trading activity. Although it is difficult to predict the outcome of such legal actions, based on current knowledge and consultation with legal counsel, management does not expect the outcome of any of these matters, individually or in aggregate, to have a material adverse effect on the Company's consolidated financial position.

### **Acquisition Risk**

The Company undertakes thorough due diligence prior to completing an acquisition, but there is no assurance that the Company will achieve the expected strategic objectives or cost and revenue synergies subsequent to an acquisition. Subsequent changes in the economic environment and other unanticipated factors may affect the Company's ability to achieve expected earnings growth or expense reductions. The success of an acquisition is dependent on retaining assets under management, clients, and key employees of an acquired company.

### **Model Risk**

The Company uses a variety of models to assist in: the valuation of financial instruments; operational scenario testing; management of cash flows; capital management; and, assessment of potential acquisitions. These models incorporate internal assumptions, observable market inputs and available market prices. Effective controls exist over the development, implementation and application of these models.

## Outlook

### THE FINANCIAL SERVICES ENVIRONMENT

At March 31, 2009, mutual fund industry assets in Canada were approximately \$542.9 billion, a decrease of 2.1% relative to December 31, 2008 and a decrease of 21.0% from one year ago. This \$11.7 billion decrease in industry assets from December 31, 2008 reflected net cash inflow of \$3.3 billion, an estimated \$16.3 billion in market depreciation and \$1.3 billion in mutual fund assets not previously reported.

Since the latter part of 2007, global stock market volatility continued as a result of significant credit concerns and slowing U.S. and global economic growth. A weak global economic outlook, continued financial market volatility and uncertainty as to the timing of a recovery is expected to create a challenging environment for the financial services industry.

In this context, the importance of a strong relationship with an advisor to keep focused on long-term financial goals is paramount. A primary theme in the Company's business model is to support financial advisors as they work with clients to plan for and achieve their financial goals.

Investors Group continues to respond to the complex financial needs of its clients by delivering a diverse range of products and services in the context of personalized financial advice and its Consultants work with clients to help them understand the impact of financial market volatility on their long-term financial planning.

Mackenzie is maintaining its focus on delivering consistent long-term investment performance staying true to the multiple styles deployed in the investment process, while continuing to emphasize product innovation and communication with advisors and investors through this period of market volatility.

As Canadians weather the current economic conditions, they will increasingly be focused on their short and long-term financial planning needs. IGM Financial continues to focus on our commitment to provide quality investment advice and financial products, service innovations, effective management of the Company and long-term value for its clients and shareholders.

In addition to current market conditions, the financial services industry continues to be influenced by:

- Shifting demographics as the number of Canadians in their prime savings years continue to increase.
- Changes in investor attitudes and strong preferences to deal through an advisor.
- Changes in the regulatory environment.
- An evolving competitive landscape.
- Advancing and changing technology.

Deregulation, competition and technology have fostered a trend towards financial service providers offering a comprehensive range of products and services in-house. Traditional distinctions between bank branches, full service brokerages, financial planning firms and insurance agent forces are obscured as many of these financial service providers strive to offer comprehensive financial advice implemented through access to a broad product shelf.

Investment funds, which include mutual funds, remain the most popular financial asset class relied upon by Canadians for their retirement savings, and they represent over one-third of Canadian long-term discretionary financial assets. Management believes that investment funds are likely to remain the preferred savings vehicle of Canadians. Investment funds provide investors with the benefits of diversification, professional management, flexibility and convenience, and are available in a broad range of mandates and structures to meet most investor requirements and preferences.

### THE COMPETITIVE LANDSCAPE

IGM Financial and its subsidiaries operate in a highly competitive environment. Investors Group and Investment Planning Counsel compete directly with other retail financial service providers, including other financial planning firms, as well as full service brokerages, banks and insurance companies. Investors Group, Mackenzie and the Counsel Group of Funds compete directly with other investment managers for assets under management, and also compete with other asset classes, including stocks, bonds and other passive investment vehicles, for share of the investment assets of Canadians.

Canadian banks remain a dominant force in Canadian retail financial services. The banks distribute

financial products and services through their traditional bank branches, as well as through their full service and discount brokerage subsidiaries. In recent years, bank branches have increased their emphasis on both financial planning and mutual funds. In addition, each of the big six banks has one or more mutual fund management subsidiaries. Collectively, mutual fund assets of the big six bank-owned mutual fund managers and affiliated firms represented 38% of total industry long-term mutual fund assets at March 31, 2009.

Mutual fund dealers and other financial planning firms represent a significant distribution channel for mutual funds in Canada. The last ten years have been characterized by significant consolidation in this sector of the industry, with many of the larger firms being purchased by mutual fund managers and insurers. Management anticipates continuing consolidation in this segment of the industry as smaller participants are acquired by larger organizations.

As a result of consolidation activity in the last several years, the Canadian mutual fund management industry is characterized by large, often vertically-integrated, firms. The industry continues to be very concentrated, with the ten largest firms and their subsidiaries representing 79% of industry long-term mutual fund assets and 80% of total mutual fund assets under management at March 31, 2009.

Management believes scale, access to distribution, and a broad product shelf are key competitive success factors in the financial services industry.

## **MEETING COMPETITIVE CHALLENGES**

Management believes that IGM Financial is well-positioned to meet competitive challenges and capitalize on future opportunities. The Company enjoys several competitive strengths, including:

- Broad and diversified distribution with an emphasis on financial advisors.
- Broad product capabilities, leading brands and quality sub-advisory relationships.
- Enduring client relationships and the long-standing heritages and cultures of its subsidiaries.
- Significant economies of scale.
- Being part of the Power Financial group of companies, which includes Great-West Life, London Life and Canada Life.

These strengths are discussed in detail in the Outlook section of the MD&A in the 2008 IGM Financial Inc. Annual Report.

## Accounting Estimates and Policies

### **SUMMARY OF CRITICAL ACCOUNTING ESTIMATES**

There were no changes to the Company's critical accounting estimates from those reported at December 31, 2008.

### **CHANGES IN ACCOUNTING POLICIES**

On January 1, 2009, the Company adopted CICA 3064, Goodwill and Intangible Assets. This standard contains revised guidance for the recognition, measurement, presentation and disclosure of goodwill and intangible assets. The adoption of this standard did not have a significant impact on the Company's financial position or results of operations.

### **FUTURE ACCOUNTING CHANGES**

#### **International Financial Reporting Standards (IFRS)**

The Canadian Accounting Standards Board has announced that Canadian GAAP will be replaced by IFRS, as published by the International Accounting Standards Board. Publicly accountable enterprises will

be required to adopt IFRS on or by January 1, 2011. The Company will issue its initial Consolidated Financial Statements under IFRS, including comparative information, for the quarter ended March 31, 2011.

The Company has developed an IFRS changeover plan which addresses key elements of the convergence to IFRS and includes a formal project governance structure.

The Company has identified the differences between IFRS and Canadian GAAP that are expected to impact the Company, and continues to evaluate the impacts of the changeover on all business activities, accounting policies, information technology and data systems, internal controls over financial reporting, and disclosure controls and procedures. The Company continues to review IFRS amendments being introduced and is adapting its plans accordingly. Currently it is not possible to fully determine the impact to the financial statements and any potential business impacts.

As the Company's changeover plans are being implemented, requirements for financial reporting resources and training are being modified appropriately.

## Internal Controls Over Financial Reporting

During the first quarter of 2009, there have been no changes in the Company's internal control over financial reporting that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

## Other Information

### **RELATED PARTY TRANSACTIONS**

There were no changes to the types of related party transactions from those reported at December 31, 2008. For further information on transactions involving related parties, see Notes 5 and 24 to the Consolidated Financial Statements in the 2008 IGM Financial Inc. Annual Report.

### **OUTSTANDING SHARE DATA**

Outstanding common shares of IGM Financial as at March 31, 2009 totalled 262,480,798. As at April 30, 2009, outstanding common shares totalled 262,496,898.

### **SEDAR**

Additional information relating to IGM Financial, including the Company's most recent financial statements and Annual Information Form, is available at [www.sedar.com](http://www.sedar.com).

# Interim Consolidated Financial Statements

## Consolidated Statements of Income

<i>(unaudited)</i> <i>(in thousands of dollars, except shares and per share amounts)</i>	THREE MONTHS ENDED MARCH 31	
	2009	2008
<b>Fee and net investment income</b>		
Management	\$ 365,419	\$ 490,649
Administration	82,322	87,502
Distribution	62,336	75,687
Net investment income and other	48,977	60,315
Total fee and net investment income	559,054	714,153
<b>Operating expenses</b>		
Commission expense	192,376	234,994
Non-commission expense	158,515	167,411
Interest expense	22,893	21,990
Total operating expenses	373,784	424,395
Income before income taxes	185,270	289,758
Income taxes	51,743	78,555
<b>Net income</b>	<b>\$ 133,527</b>	<b>\$ 211,203</b>
Average number of common shares <i>(in thousands) (Note 10)</i>		
– Basic	262,417	264,116
– Diluted	263,264	266,154
Earnings per share <i>(in dollars) (Note 10)</i>		
– Basic	\$ 0.51	\$ 0.80
– Diluted	\$ 0.51	\$ 0.79

*(See accompanying notes to interim consolidated financial statements.)*

# Consolidated Balance Sheets

(unaudited)  
(in thousands of dollars)

MARCH 31      DECEMBER 31  
2009              2008

## Assets

Cash and cash equivalents	\$ 1,235,227	\$ 1,232,171
Securities (Note 2)	1,102,247	537,653
Loans	685,005	589,564
Investment in affiliate	616,650	574,442
Deferred selling commissions	927,816	940,603
Other assets	631,844	631,532
Intangible assets	1,133,070	1,135,715
Goodwill	2,592,142	2,592,317
	<b>\$ 8,924,001</b>	<b>\$ 8,233,997</b>

## Liabilities

Deposits and certificates	\$ 1,045,263	\$ 958,999
Bankers' acceptances (Note 4)	286,812	286,615
Repurchase agreements (Note 2)	592,453	–
Other liabilities	909,719	907,716
Future income taxes	371,677	371,746
Long-term debt	1,200,000	1,200,000
Preferred shares (Note 5)	360,000	360,000
	<b>4,765,924</b>	<b>4,085,076</b>

## Shareholders' Equity

Common shares	1,514,850	1,511,110
Contributed surplus	30,817	29,115
Retained earnings	2,778,973	2,781,755
Accumulated other comprehensive loss	(166,563)	(173,059)
	<b>4,158,077</b>	<b>4,148,921</b>
	<b>\$ 8,924,001</b>	<b>\$ 8,233,997</b>

(See accompanying notes to interim consolidated financial statements.)

# Consolidated Statements of Changes in Shareholders' Equity

(unaudited)  
(in thousands of dollars)

THREE MONTHS ENDED MARCH 31  
2009 2008

## Common shares (Note 5)

Balance, beginning of period	\$ 1,511,110	\$ 1,504,290
Issued under stock option plan	4,085	6,309
Purchased for cancellation	(345)	(4,195)
Balance, end of period	1,514,850	1,506,404

## Contributed surplus

Balance, beginning of period	29,115	22,175
Stock options		
Current period expense	1,794	1,926
Exercised	(92)	(326)
Balance, end of period	30,817	23,775

## Retained earnings

Balance, beginning of period	2,781,755	2,678,618
Net income	133,527	211,203
Common dividends	(134,519)	(128,597)
Common share cancellation excess and other (Note 5)	(1,790)	(27,181)
Balance, end of period	2,778,973	2,734,043

## Accumulated other comprehensive income (loss) on:

### Available for sale securities

Balance, beginning of period	(112,031)	18,334
Net unrealized gains (losses) (net of tax of \$2,708 and \$4,069)	(19,807)	(23,329)
Reclassification adjustment for (gains) losses included in net income (net of tax of \$410 and \$1,375)	(2,609)	(8,162)
Balance, end of period	(134,447)	(13,157)

### Investment in affiliate and other

Balance, beginning of period	(61,028)	(60,434)
Other comprehensive income (loss) (net of tax of nil)	28,912	(4,996)
Balance, end of period	(32,116)	(65,430)
<b>Total accumulated other comprehensive income (loss), end of period</b>	<b>(166,563)</b>	<b>(78,587)</b>

<b>Total Shareholders' Equity</b>	<b>\$ 4,158,077</b>	<b>\$ 4,185,635</b>
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(See accompanying notes to interim consolidated financial statements.)

# Consolidated Statements of Comprehensive Income

*(unaudited)*  
*(in thousands of dollars)*

THREE MONTHS ENDED MARCH 31  
2009 2008

<b>Net income</b>	<b>\$ 133,527</b>	<b>\$ 211,203</b>
<b>Other comprehensive income (loss), net of tax on:</b>		
Available for sale securities	<b>(22,416)</b>	<b>(31,491)</b>
Investment in affiliate and other	<b>28,912</b>	<b>(4,996)</b>
<b>Other comprehensive income (loss)</b>	<b>6,496</b>	<b>(36,487)</b>
<b>Comprehensive income</b>	<b>\$ 140,023</b>	<b>\$ 174,716</b>

*(See accompanying notes to interim consolidated financial statements.)*

# Consolidated Statements of Cash Flows

(unaudited)  
(in thousands of dollars)

THREE MONTHS ENDED MARCH 31  
2009 2008

## Operating activities

Net income	\$ 133,527	\$ 211,203
Adjustments to determine net cash from operating activities		
Future income taxes	2,950	14,272
Commission amortization	74,276	81,547
Amortization of capital and intangible assets	8,143	6,658
Changes in operating assets and liabilities and other	(19,847)	(170,137)
	199,049	143,543
Commissions paid	(61,489)	(91,339)
	137,560	52,204

## Financing activities

Net increase in deposits and certificates	86,264	83,124
Change in obligations related to assets sold under repurchase agreements	592,453	–
Issue of common shares	3,993	5,983
Common dividends paid	(134,462)	(121,529)
Common shares purchased for cancellation	(1,592)	(30,347)
	546,656	(62,769)

## Investing activities

Purchase of securities	(661,724)	(34,080)
Proceeds from the sale of securities	82,776	37,111
Net increase in loans	(318,065)	(342,954)
Proceeds from securitizations (Note 3)	218,413	271,172
Net additions to capital assets	(1,892)	(8,816)
Net additions to intangible assets	(668)	–
	(681,160)	(77,567)
Increase (decrease) in cash and cash equivalents	3,056	(88,132)
Cash and cash equivalents, beginning of period	1,232,171	1,180,284
<b>Cash and cash equivalents, end of period</b>	<b>\$ 1,235,227</b>	<b>\$ 1,092,152</b>

Cash	\$ 145,303	\$ 104,117
Cash equivalents	1,089,924	988,035
	\$ 1,235,227	\$ 1,092,152

## Supplemental disclosure of cash flow information

Amount of interest paid during the period	\$ 20,810	\$ 22,161
Amount of income taxes paid during the period	\$ 54,068	\$ 159,154

(See accompanying notes to interim consolidated financial statements.)

# Notes to the Interim Consolidated Financial Statements

MARCH 31, 2009 (unaudited) (In thousands of dollars, except shares and per share amounts)

## 1. SIGNIFICANT ACCOUNTING POLICIES

The interim unaudited Consolidated Financial Statements have been prepared in accordance with Canadian generally accepted accounting principles, using the same accounting policies as set out in Note 1 to the Consolidated Financial Statements for the year ended December 31, 2008, except as noted below. These interim unaudited Consolidated Financial Statements should be read in conjunction with the Consolidated Financial Statements and Notes thereto in the Company's Annual Report dated December 31, 2008.

### Changes in accounting policies

On January 1, 2009, the Company adopted CICA 3064, Goodwill and Intangible Assets. This standard contains revised guidance for the recognition, measurement, presentation and disclosure of goodwill and intangible assets. The adoption of this standard did not have a significant impact on the Company's financial position or results of operations.

### Future accounting changes

The Canadian Accounting Standards Board has announced that Canadian GAAP will be replaced by International Financial Reporting Standards (IFRS), as published by the International Accounting Standards Board. Publicly accountable enterprises will be required to adopt IFRS on or by January 1, 2011. The Company will issue its initial Consolidated Financial Statements under IFRS, including comparative information, for the quarter ended March 31, 2011.

### Comparative figures

Certain comparative figures have been reclassified to conform with the current period's financial statement presentation.

## 2. SECURITIES

	MARCH 31, 2009		DECEMBER 31, 2008	
	COST	FAIR VALUE	COST	FAIR VALUE
Available for sale:				
Common shares	\$ 373,300	\$ 220,204	\$ 404,928	\$ 261,769
Investments in proprietary mutual funds	39,027	33,832	33,360	28,518
Fixed income securities	213,410	216,234	229,969	231,289
	625,737	470,270	668,257	521,576
Held for trading:				
Canada Mortgage Bonds	597,318	592,035	–	–
Fixed income securities	33,366	29,666	–	–
NHA MBS	9,987	10,276	15,788	16,077
	640,671	631,977	15,788	16,077
	\$ 1,266,408	\$ 1,102,247	\$ 684,045	\$ 537,653

## 2. SECURITIES *(continued)*

### **Common shares (Available for sale)**

As at March 31, 2009, unrealized losses on common shares were \$153.1 million. Unrealized gains and losses on common shares net of hedges were \$5.3 million and \$140.3 million respectively and are reported in Accumulated other comprehensive income. Common shares are measured periodically, or more frequently when conditions warrant, to determine whether there is objective evidence of an other-than-temporary impairment in value. The majority of unrealized losses occurred during the latter part of 2008 reflecting the current market environment and resulting price fluctuations. The Company holds a diversified portfolio of securities that consists primarily of well-capitalized, dividend-paying Canadian common shares that are included in the S&P TSX 60 Index. The Company has the ability and intent to hold the portfolio of securities for a period of time sufficient to allow for any recovery of their fair value. As at March 31, 2009, the Company concluded that the gross unrealized losses were temporary.

### **Fixed income securities (Available for sale)**

Fixed income securities of \$216.2 million at March 31, 2009 are comprised primarily of bankers' acceptances of \$121.9 million, Canadian chartered bank senior deposit notes of \$58.0 million and corporate bonds of \$33.2 million.

### **Canada Mortgage Bonds (Held for trading)**

To support the Company's interest rate risk management activities relating to its mortgage banking operations, the Company purchased Canada Mortgage Bonds during the first quarter of 2009. These securities were subsequently sold during the quarter under repurchase agreements which represent short-term funding transactions where the Company sells securities that it owns and commits to repurchase these securities at a specified price on a specified date in the future. These securities have a fair value of \$592.0 million. The obligation to repurchase the securities is recorded at amortized cost and has a carrying value of \$592.5 million. The interest expense related to these obligations is recorded on an accrual basis in Net investment income and other in the Consolidated Statements of Income.

### **Fixed income securities (Held for trading)**

Fixed income securities of \$29.7 million at March 31, 2009 are comprised of non-bank-sponsored asset-backed commercial paper (ABCP). The Company's original investment in ABCP totalled \$50.2 million and was classified as available for sale. The Company previously reduced the fair value of the ABCP by recording charges totalling \$14.9 million and recorded a further \$3.7 million charge in the first quarter of 2009. The Company's investment in ABCP was reduced by \$1.9 million in cash received in the quarter from ABCP conduit trusts.

The court approved restructuring plan proposed by the Pan-Canadian Investors Committee was implemented on January 21, 2009. This restructuring resulted in conversion of the Company's ABCP holdings into longer-term securities which are classified as held for trading. The Company received four classes of notes with an expected maturity date of January 22, 2017, as well as five classes of tracking notes linked to specific underlying assets. In excess of 75% of the Company's new notes are comprised of Class A-1 and Class A-2 notes which have been assigned a rating of A by the Dominion Bond Rating Service.

The Company's valuation of the ABCP was based on its assessment of the prevailing conditions at March 31, 2009. The estimated fair value reflects the allocation of the floating rate notes the Company received which have a duration of approximately 7 years. The Company estimated the fair value of the senior and subordinated notes by discounting the expected cash flows at yields comparable to prevailing market yields and credit spreads available for securities with similar characteristics to the restructured notes and other market inputs reflecting the Company's best available information. The fair value of the IA Tracking long-term floating rate notes was estimated using observable market inputs from independent pricing sources or by discounted expected cash flows reflecting the Company's best available information, including reference to prevailing market yields on debt instruments in the Canadian market. As at March 31, 2009, an increase in the estimated discount rates of 100 basis points would reduce net income by \$2.5 million.

### 3. SECURITIZATIONS

The Company securitizes residential mortgages through Canada Mortgage and Housing Corporation (CMHC) or Canadian bank sponsored securitization trusts. During the second quarter of 2008, the Company began issuing National Housing Act Mortgage Backed Securities (NHA MBS) which are sold to a trust that issues securities to investors through the CMHC-sponsored Canada Mortgage Bond Program (CMB Program). Pre-tax gains (losses) on the sale of mortgages are reported in Net investment income and other in the Consolidated Statements of Income.

Securitization activities for the three months ended March 31, 2009 and 2008 were as follows:

	THREE MONTHS ENDED MARCH 31	
	2009	2008
Residential mortgages securitized	\$ 219.6	\$ 272.7
Net cash proceeds	218.4	271.2
Fair value of retained interests	14.2	10.4
Pre-tax gain on sales	11.4	6.7

### 4. BANKERS' ACCEPTANCES

A Schedule I Canadian chartered bank provided the Company with a committed non-revolving bridge credit facility related to the acquisition of Saxon Financial Inc., due on October 27, 2009. Interest rates on the credit facility fluctuate with Canadian bankers' acceptances.

During April 2009, the Company repaid the balance of the credit facility (Note 12).

### 5. SHARE CAPITAL

#### Issued and outstanding

	MARCH 31, 2009		MARCH 31, 2008	
	SHARES	STATED VALUE	SHARES	STATED VALUE
First preferred shares, Series A	14,400,000	\$ 360,000	14,400,000	\$ 360,000
Common shares				
Balance, beginning of period	262,364,622	\$ 1,511,110	264,192,998	\$ 1,504,290
Issued under Stock Option Plan	176,176	4,085	271,872	6,309
Purchased for cancellation	(60,000)	(345)	(735,000)	(4,195)
Balance, end of period	262,480,798	\$ 1,514,850	263,729,870	\$ 1,506,404

#### Normal course issuer bid

The Company commenced a normal course issuer bid, effective for one year, on March 23, 2009. Under this bid, the Company may purchase up to 13.1 million or 5% of its common shares outstanding as at March 13, 2009. In the first quarter of 2009, 60,000 shares were purchased at a cost of \$1.6 million. The premium paid to purchase the shares in excess of the stated value was charged to Retained earnings.

On March 22, 2008, the Company commenced a normal course issuer bid, effective for one year, authorizing it to purchase up to 13.2 million or 5% of its common shares outstanding as at March 14, 2008. In the first quarter of 2008, 735,000 shares were purchased at a cost of \$31.3 million. The premium paid to purchase the shares in excess of the stated value was charged to Retained earnings.

## 6. CAPITAL MANAGEMENT

The capital management policies, procedures and activities of the Company are included in the Company's Management's Discussion and Analysis (MD&A), contained in the First Quarter 2009 Report to Shareholders and have not changed significantly since December 31, 2008. See Note 12 related to debentures issued by the Company subsequent to March 31, 2009.

## 7. STOCK-BASED COMPENSATION

	MARCH 31 2009	DECEMBER 31 2008
Common share options		
– Outstanding	9,895,075	8,929,679
– Exercisable	5,162,766	4,657,554

In the first quarter of 2009, the Company granted 1,306,215 options to employees (2008 – 1,000,230). A portion of the options granted to employees are subject to performance targets. The weighted-average fair value of time vesting options granted during the three months ended March 31, 2009 has been estimated at \$1.53 per option (2008 – \$5.41) using the Black-Scholes option pricing model. The weighted-average fair value of performance based options granted during the three months ended March 31, 2009 has been estimated at \$0.45 per option (2008 – \$1.60) using a barrier option pricing model. The assumptions used in these valuation models include: (i) risk-free interest rate of 2.25% (2008 – 3.28%), (ii) expected option life of six years (2008 – six years), (iii) expected volatility of 20.00% (2008 – 20.00%) and (iv) expected dividend yield of 7.69% (2008 – 4.51%).

The Company recorded compensation expense related to its stock option program of \$1.6 million (2008 – \$1.8 million) for the three months ended March 31, 2009.

## 8. RISK MANAGEMENT

The risk management policies and procedures of the Company are included in the Company's MD&A contained in the First Quarter 2009 Report to Shareholders and have not changed significantly since December 31, 2008.

## 9. EMPLOYEE FUTURE BENEFITS

The Company recorded pension and other post-retirement benefits expense as follows:

	THREE MONTHS ENDED MARCH 31	
	2009	2008
Pension expense	\$ 1,217	\$ (646)
Other post-retirement benefits expense	992	1,298
Total	\$ 2,209	\$ 652

## 10. EARNINGS PER COMMON SHARE

	THREE MONTHS ENDED MARCH 31	
	2009	2008
<b>Earnings</b>		
Net income	\$ 133,527	\$ 211,203
<b>Number of common shares (in thousands)</b>		
Average number of common shares outstanding	262,417	264,116
Add:		
– Potential exercise of outstanding stock options	847	2,038
Average number of common shares outstanding		
– Diluted basis	263,264	266,154
<b>Earnings per common share (in dollars)</b>		
Basic	\$ 0.51	\$ 0.80
Diluted	\$ 0.51	\$ 0.79

In certain circumstances, the preferred shares are convertible into common shares. These conversions are not included in the calculation of diluted earnings per share as the Company has the option to settle in cash instead of shares.

## 11. SEGMENTED INFORMATION

	2009			
Three months ended March 31	INVESTORS GROUP	MACKENZIE	CORPORATE AND OTHER	TOTAL
<b>Fee and net investment income</b>				
Management	\$ 213,880	\$ 143,789	\$ 7,750	\$ 365,419
Administration	47,959	33,821	542	82,322
Distribution	35,139	6,593	20,604	62,336
Net investment income and other	43,145	3,264	2,568	48,977
	340,123	187,467	31,464	559,054
<b>Operating expenses</b>				
Commissions	106,948	66,112	19,316	192,376
Non-commission	79,155	70,091	9,269	158,515
	186,103	136,203	28,585	350,891
Earnings before undernoted	\$ 154,020	\$ 51,264	\$ 2,879	208,163
Interest expense				22,893
Income before income taxes				185,270
Income taxes				51,743
Net income				\$ 133,527
<b>Identifiable assets</b>				
Goodwill	\$ 1,903,525	\$ 2,680,419	\$ 1,747,915	\$ 6,331,859
	1,347,781	1,166,842	77,519	2,592,142
Total assets	\$ 3,251,306	\$ 3,847,261	\$ 1,825,434	\$ 8,924,001

**11. SEGMENTED INFORMATION** *(continued)*

2008

Three months ended March 31	INVESTORS GROUP	MACKENZIE	CORPORATE AND OTHER	TOTAL
Fee and net investment income				
Management	\$ 278,889	\$ 201,142	\$ 10,618	\$ 490,649
Administration	52,369	34,359	774	87,502
Distribution	38,051	8,643	28,993	75,687
Net investment income and other	42,902	6,847	10,566	60,315
	412,211	250,991	50,951	714,153
Operating expenses				
Commissions	117,853	90,584	26,557	234,994
Non-commission	79,464	77,891	10,056	167,411
	197,317	168,475	36,613	402,405
Earnings before undernoted	\$ 214,894	\$ 82,516	\$ 14,338	311,748
Interest expense				21,990
Income before income taxes				289,758
Income taxes				78,555
Net income				\$ 211,203
Identifiable assets	\$ 1,640,173	\$ 2,596,034	\$ 1,273,789	\$ 5,509,996
Goodwill	1,347,781	965,192	78,529	2,391,502
Total assets	\$ 2,987,954	\$ 3,561,226	\$ 1,352,318	\$ 7,901,498

**12. SUBSEQUENT EVENT**

On April 7, 2009, the Company issued \$375.0 million of 7.35% debentures maturing April 8, 2019. During April 2009, the Company utilized \$287.0 million of the debenture proceeds to repay the bankers' acceptances due October 27, 2009 related to the acquisition of Saxon Financial Inc.

# Shareholder Information

## Head Office

447 Portage Avenue  
Winnipeg, Manitoba  
R3C 3B6  
Telephone: 204 943 0361  
Fax: 204 947 1659

## Auditors

**Deloitte & Touche LLP**

## Transfer Agent and Registrar

Computershare Trust  
Company of Canada  
Telephone: 800 564 6253  
service@computershare.com  
Fax: 888 453 0330

600, 530-8<sup>th</sup> Avenue S.W.  
Calgary, Alberta T2P 3S8

Suite 2008, Purdy's Wharf Tower II  
1969 Upper Water Street  
Halifax, Nova Scotia B3J 3R7

1500 University Street, 7<sup>th</sup> Floor  
Montreal, Quebec H3A 3S8

100 University Avenue,  
9<sup>th</sup> Floor  
Toronto, Ontario M5J 2Y1

510 Burrard Street, 2<sup>nd</sup> Floor  
Vancouver, British Columbia  
V6C 3B9

830-201 Portage Avenue  
Winnipeg, Manitoba  
R3B 3K6

## Stock Exchange Listing

### Toronto Stock Exchange

Shares of IGM Financial Inc. are listed on the Toronto Stock Exchange under the following listings:

Common Shares: IGM  
First Preferred Shares, Series A:  
IGM.PR.A

## Shareholder Information

For additional information about the Company, please contact:

### Gregory D. Tretiak

Executive Vice-President and  
Chief Financial Officer  
Telephone: 204 956 8748  
Fax: 204 956 1446  
greg.tretiak@investorsgroup.com

For copies of the annual or quarterly reports, please contact the Corporate Secretary's office at 204 956 8383 or visit our website at [www.igmfinc.com](http://www.igmfinc.com)

Si vous préférez recevoir ce rapport en français, veuillez vous adresser au Secrétaire de Société financière IGM Inc.,  
447 Portage Avenue,  
Winnipeg (Manitoba) R3C 3B6

## Normal Course Issuer Bid

The Company has renewed its Normal Course Issuer Bid through the facilities of the Toronto Stock Exchange from March 23, 2009 to March 22, 2010. During the course of the Bid, the Company intends to purchase for cancellation up to but not more than 13,123,814 common shares, being approximately 5% of its outstanding capital. Shareholders may obtain a copy of the Bid, without charge, by contacting the Corporate Secretary's Department at the Company's Head Office.

## Websites

Visit our websites at  
[www.igmfinc.com](http://www.igmfinc.com)  
[www.investorsgroup.com](http://www.investorsgroup.com)  
[www.mackenziefinancial.com](http://www.mackenziefinancial.com)  
[www.ipcc.ca](http://www.ipcc.ca)

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