

Quarterly Review

CONSOLIDATED STATEMENTS OF EARNINGS

For the years ended December 31
(\$ thousands, except per share amounts)

	2011				2010			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Revenues								
Management	\$ 444,177	\$ 464,649	\$ 491,787	\$ 492,115	\$ 479,079	\$ 452,561	\$ 455,490	\$ 449,754
Administration	84,347	85,116	87,924	87,500	85,480	82,579	83,685	83,004
Distribution	79,785	80,759	83,556	89,361	83,325	68,775	71,584	72,497
Net investment income and other	17,791	22,370	16,293	25,433	(904)	19,851	(3,477)	33,495
Proportionate share of affiliate's earnings	23,536	20,862	18,111	16,980	18,610	8,767	17,904	17,358
	649,636	673,756	697,671	711,389	665,590	632,533	625,186	656,108
Expenses								
Commission	214,027	218,504	228,679	233,650	221,587	207,458	212,184	213,880
Non-commission	155,358	156,032	164,133	161,964	153,478	150,245	150,645	150,710
Interest	23,199	23,198	26,139	30,271	28,631	27,870	27,571	27,302
	392,584	397,734	418,951	425,885	403,696	385,573	390,400	391,892
Earnings before income taxes and discontinued operations	257,052	276,022	278,720	285,504	261,894	246,960	234,786	264,216
Income taxes	53,902	60,775	63,693	72,127	71,245	71,833	56,422	69,305
Net earnings from continuing operations	203,150	215,247	215,027	213,377	190,649	175,127	178,364	194,911
Net earnings from discontinued operations	29,626	30,995	1,055	968	1,465	472	(309)	125
Net earnings	232,776	246,242	216,082	214,345	192,114	175,599	178,055	195,036
Perpetual preferred share dividends	2,212	2,213	2,212	2,213	2,213	2,212	2,213	3,467
Net earnings available to common shareholders	\$ 230,564	\$ 244,029	\$ 213,870	\$ 212,132	\$ 189,901	\$ 173,387	\$ 175,842	\$ 191,569
Reconciliation of Non-IFRS Financial Measures⁽¹⁾								
Operating earnings available to common shareholders – non IFRS measure	\$ 195,978	\$ 213,034	\$ 212,815	\$ 211,164	\$ 210,273	\$ 181,075	\$ 176,151	\$ 191,444
Net earnings from discontinued operations	29,626	30,995	1,055	968	1,465	472	(309)	125
Non-recurring items related to transition to IFRS, net of tax	–	–	–	–	(21,837)	–	–	–
Proportionate share of affiliate's provision	4,960	–	–	–	–	(8,160)	–	–
Net earnings available to common shareholders – IFRS	\$ 230,564	\$ 244,029	\$ 213,870	\$ 212,132	\$ 189,901	\$ 173,387	\$ 175,842	\$ 191,569
Diluted earnings per share (€)								
Net earnings	89	94	82	81	73	66	67	73
Operating earnings ⁽¹⁾	76	82	82	81	80	69	67	73
Dividends per share (€)	53.75	53.75	51.25	51.25	51.25	51.25	51.25	51.25

STATISTICAL DATA (\$ millions)

Mutual funds

Investors Group								
Sales	\$ 1,285	\$ 1,285	\$ 1,405	\$ 2,046	\$ 1,387	\$ 1,165	\$ 1,316	\$ 1,880
Redemption rate (%) – total	9.8	9.7	9.6	9.6	9.4	9.3	9.0	8.9
– long-term funds	8.8	8.7	8.5	8.4	8.3	8.1	7.7	7.5
Net sales (redemptions)	(158)	(162)	(145)	504	(38)	(166)	(103)	560
Assets under management	57,735	56,502	62,158	64,049	61,785	58,838	55,468	59,224
Mackenzie								
Sales	1,089	1,236	1,358	1,962	1,494	1,056	1,712	1,586
Redemption rate (%) – total	16.9	17.4	17.1	17.9	18.1	18.1	17.9	17.7
– long-term funds	15.8	16.2	15.9	16.5	16.5	16.2	15.7	15.1
Net sales (redemptions)	(584)	(576)	(345)	(43)	(463)	(542)	(166)	(348)
Assets under management	39,141	38,527	43,601	44,824	43,452	41,112	38,867	41,331
Investment Planning Counsel								
Sales	128	113	134	168	142	110	114	133
Redemption rate (%) – total	11.5	11.9	12.1	12.8	12.7	12.8	13.2	12.6
– long-term funds	10.9	11.3	11.5	12.2	12.0	12.1	12.3	11.6
Net sales (redemptions)	56	44	52	73	62	48	33	61
Assets under management	2,811	2,674	2,845	2,834	2,688	2,377	2,171	2,254
Combined mutual fund assets under management ⁽²⁾								
	99,685	97,702	108,603	111,706	107,925	102,327	96,506	102,809
Total assets under management ⁽²⁾								
	118,713	116,743	130,159	134,081	129,484	122,667	115,694	123,368
Corporate assets								
	11,132	11,412	11,226	12,156	12,237	12,010	11,803	11,819
Consultants – Investors Group								
	4,608	4,595	4,592	4,586	4,686	4,683	4,667	4,637

(1) Refer to page 17 of the MD&A for an explanation of the Company's use of non-IFRS financial measures.

(2) Adjusted for inter-segment assets.