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IGM FINANCIAL

Supplemental Information

Second Quarter 2011
(unaudited)



Notes to Users

Cautionary Note on Financial Information

- The financial information in this document is not audited and should be read in conjunction with both the unaudited Interim Condensed Consolidated Financial Statements (Interim Financial Statements) and Management's Discussion and Analysis (MD&A) for the three and six months ended June 30, 2011 as well as the IGM Financial 2010 Annual Report, all of which are available on the Company's website at www.igmfinancial.com.

Transition to International Financial Reporting Standards (IFRS)

- The Interim Financial Statements for the three months ended March 31, 2011 represent the Company's initial presentation of its results and financial position in accordance with IFRS.
- Additional information on the Company's transition to IFRS is available in: the notes to the Interim Financial Statements and in the MD&A for the three and six months ended June 30, 2011; the Company's 2010 Annual Report; and, the Company's press release dated April 21, 2011 related to the restatement of 2010 financial information under IFRS.

Presentation of Financial Information

- Financial information for the three and six months ended June 30, 2011 is presented in accordance with IFRS.
- Comparative financial information for the four quarters of 2010 is presented in accordance with IFRS.
- Financial information for each period in 2008 and 2009 is presented in accordance with previous Canadian GAAP.

Notes to Users

Reclassification of Financial Information

- Effective January 1, 2010, the following items were reclassified to reflect changes in the Company's internal financial reporting. During prior periods these items were included within the Net investment income line item of the Investors Group segment. 2009 comparative results were restated to reflect the reclassification.
 - The Company's proportionate share of earnings of Great-West Lifeco Inc. and realized gains and losses on the sale of equity securities were reclassified to the Corporate and Other segment.
 - Interest expense on the \$225 million of long-term debt incurred to finance the Company's investment in Lifeco is no longer allocated to a specific segment and is reflected in Interest expense.
- As part of the adoption of IFRS, effective Jan 1, 2010, Investors Group mortgage issue costs have been reclassified to Net investment income and other from Commission and Non-Commission expense.
 - The previous Canadian GAAP results included herein have not been re-classified for this change.
 - Please see the document "IGM Financial Adoption of International Financial Reporting Standards, April 21, 2011" available at www.igmfinancial.com for a presentation of quarterly and annual previous Canadian GAAP results for 2010 after giving effect to this re-classification.
 - The impact of this re-classification on 2010 previous Canadian GAAP results was to decrease Net investment income and other by \$8.123 million, decrease Commission expense by \$1.333 million and decrease Non-commission expense by \$6.79 million.

Notes to Users

Non-IFRS and Non-GAAP Financial Measures

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

Other Items

- Other items for the three month period ending December 31, 2010 exclude non-recurring items related to the transition to IFRS totaling \$29.3 million (\$21.8 million after-tax) related to certain employee benefits which became fully vested as well as restructuring and transaction costs related to Investment Planning Counsel's acquisition of Partners in Planning Financial Group Ltd. in the fourth quarter of 2010.
- Other items for the three month period ending September 30, 2010 consisted of an after-tax charge of \$8.2 million representing the Company's proportionate share of Great-West Lifeco Inc.'s (Lifeco) incremental litigation provision.
- Other items for the three month period ending December 31, 2009 consisted of:
 - A non-cash charge of \$76.5 million (\$66.2 million after tax) on available for sale (AFS) equity securities related to the market environment which was recorded in Net investment income and other in the Consolidated Statements of Earnings.
 - A non-cash income tax benefit of \$17.8 million resulting from decreases in Ontario corporate income tax rates and their effect on the future income tax liability related to indefinite life intangible assets arising from the acquisition of Mackenzie Financial Corporation in 2001. There is no expectation that the future tax liability will become payable as the Company has no intention of disposing of these assets.
 - A premium of \$14.4 million paid on the redemption of the Series A preferred shares on December 31, 2009 which was recorded in Net investment income and other in the Consolidated Statements of Earnings.
- Other items for the three month period ending December 31, 2008 consisted of a \$60.3 million charge representing the Company's proportionate share of Great-West Lifeco Inc.'s after-tax impairment charge related to goodwill and indefinite life intangible assets.
- Other items for the three month period ending June 30, 2008 consisted of a \$25.0 million gain representing the Company's proportionate share of Great-West Lifeco Inc.'s after-tax gain related to the sale of its healthcare business, Great-West Healthcare.

Consolidated Statement of Earnings

All figures 000's, unless otherwise noted

Year Quarter	CGAAP 2008 2	CGAAP 2008 3	CGAAP 2008 4	CGAAP 2009 1	CGAAP 2009 2	CGAAP 2009 3	CGAAP 2009 4	IFRS 2010 1	IFRS 2010 2	IFRS 2010 3	IFRS 2010 4	IFRS 2011 1	IFRS 2011 2
Consolidated statement of earnings													
Revenue													
Management fees	503,320	476,929	396,325	365,419	399,340	432,190	449,687	449,734	455,458	452,522	479,028	492,062	491,734
Administration fees	89,401	88,098	84,248	82,322	86,902	88,537	88,259	88,514	89,168	87,795	90,795	92,793	92,982
Distribution fees	72,395	70,598	67,364	62,336	62,337	62,001	70,753	72,849	71,946	69,071	83,719	89,691	83,997
Net investment income and other	55,552	49,027	36,012	52,785	43,033	43,802	28,935	54,212	20,094	41,247	52,355	45,860	41,496
	720,668	684,652	583,949	562,862	591,612	626,530	637,634	665,309	636,666	650,635	705,897	720,406	710,209
Expenses													
Commission	234,803	230,053	206,421	192,376	197,309	205,293	213,504	213,696	212,005	207,280	221,417	233,629	228,866
Non-commission	162,500	155,377	162,566	158,515	158,252	148,723	148,732	159,027	159,016	157,860	160,490	169,183	171,980
	397,303	385,430	368,987	350,891	355,561	354,016	362,236	372,723	371,021	365,140	381,907	402,812	400,846
Operating earnings before interest and taxes	323,365	299,222	214,962	211,971	236,051	272,514	275,398	292,586	265,645	285,495	323,990	317,594	309,363
Interest	21,990	22,176	24,448	26,701	32,431	33,017	33,157	27,302	27,571	27,870	28,631	30,271	26,139
Operating earnings before income taxes	301,375	277,046	190,514	185,270	203,620	239,497	242,241	265,284	238,074	257,625	295,359	287,323	283,224
Income taxes	85,277	78,352	50,367	51,743	59,116	72,147	65,704	70,051	57,589	73,034	81,156	73,280	64,116
Operating earnings	216,098	198,694	140,147	133,527	144,504	167,350	176,537	195,233	180,485	184,591	214,203	214,043	219,108
Perpetual preferred share dividends	-	-	-	-	-	-	-	(3,467)	(2,213)	(2,212)	(2,213)	(2,213)	(2,212)
Operating earnings available to common shareholders	216,098	198,694	140,147	133,527	144,504	167,350	176,537	191,766	178,272	182,379	211,990	211,830	216,896
Other items ⁽¹⁾	25,003	-	(60,346)	-	-	-	(62,826)	-	-	(8,160)	(21,837)	-	-
Net earnings available to common shareholders	241,101	198,694	79,801	133,527	144,504	167,350	113,711	191,766	178,272	174,219	190,153	211,830	216,896
Average number of common shares													
Basic	263,609	263,185	262,389	262,417	262,925	264,026	263,488	262,632	262,339	261,714	260,756	259,289	258,296
Diluted	265,751	264,768	263,355	263,264	264,102	265,562	264,909	264,069	263,567	262,770	261,848	260,332	259,559
Operating earnings per share (in cents)													
Basic	82	75	53	51	55	63	67	73	68	70	81	82	84
Diluted	81	75	53	51	55	63	67	73	68	69	81	81	84
Net earnings per share (in cents)													
Basic	91	75	30	51	55	63	43	73	68	67	73	82	84
Diluted	91	75	30	51	55	63	43	73	68	66	73	81	84
Dividends per share (in cents)	48.75	51.25	51.25	51.25	51.25	51.25	51.25	51.25	51.25	51.25	51.25	51.25	51.25

Consolidated EBIT and EBITDA

All figures 000's

	Year	CGAAP	CGAAP	CGAAP	CGAAP	CGAAP	CGAAP	CGAAP	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS
	Quarter	2008	2008	2008	2009	2009	2009	2009	2010	2010	2010	2010	2011	2011
		2	3	4	1	2	3	4	1	2	3	4	1	2
Operating earnings before interest and taxes (EBIT)														
Investors Group		224,297	209,691	149,313	129,244	153,000	177,763	185,378	195,812	166,420	194,227	218,450	214,736	200,105
Mackenzie		89,365	78,912	63,947	51,264	61,129	70,767	72,083	68,287	73,268	74,007	81,644	79,826	80,792
Corporate and other		9,703	10,619	1,702	31,463	21,922	23,984	17,937	28,487	25,957	17,261	23,896	23,032	28,466
		<u>323,365</u>	<u>299,222</u>	<u>214,962</u>	<u>211,971</u>	<u>236,051</u>	<u>272,514</u>	<u>275,398</u>	<u>292,586</u>	<u>265,645</u>	<u>285,495</u>	<u>323,990</u>	<u>317,594</u>	<u>309,363</u>
Operating earnings before interest, taxes, depreciation and amortization (EBITDA)														
Operating earnings before income taxes		301,375	277,046	190,514	185,270	203,620	239,497	242,241	265,284	238,074	257,625	295,359	287,323	283,224
Interest expense														
Long-term debt		20,928	21,170	23,463	21,846	27,421	27,979	28,063	27,397	27,667	27,965	28,704	30,355	26,187
Dividends on preferred shares classified as liabilities		5,175	5,175	5,175	5,175	5,175	5,175	5,175	-	-	-	-	-	-
		<u>26,103</u>	<u>26,345</u>	<u>28,638</u>	<u>27,021</u>	<u>32,596</u>	<u>33,154</u>	<u>33,238</u>	<u>27,397</u>	<u>27,667</u>	<u>27,965</u>	<u>28,704</u>	<u>30,355</u>	<u>26,187</u>
Commission amortization		81,043	81,544	75,172	74,276	75,189	76,126	78,093	74,654	73,612	71,976	71,513	72,469	70,668
Amortization of capital and intangible assets and other		7,011	7,110	11,561	7,993	8,592	8,457	8,845	8,192	8,390	8,555	8,634	8,418	8,633
		<u>415,532</u>	<u>392,045</u>	<u>305,885</u>	<u>294,560</u>	<u>319,997</u>	<u>357,234</u>	<u>362,417</u>	<u>375,527</u>	<u>347,743</u>	<u>366,121</u>	<u>404,210</u>	<u>398,565</u>	<u>388,712</u>

Consolidated Operating Metrics

All figures millions

	Year	2008	2008	2008	2009	2009	2009	2009	2010	2010	2010	2010	2011	2011
	Quarter	2	3	4	1	2	3	4	1	2	3	4	1	2
Consolidated operating metrics														
Total assets under management														
Mutual funds		104,833	98,035	85,025	81,904	91,585	98,444	100,419	102,809	96,507	102,327	107,926	111,706	108,604
Institutional		14,836	20,500	16,717	16,751	18,062	19,460	20,126	20,559	19,187	20,341	21,558	22,375	21,555
		<u>119,669</u>	<u>118,535</u>	<u>101,742</u>	<u>98,655</u>	<u>109,647</u>	<u>117,904</u>	<u>120,545</u>	<u>123,368</u>	<u>115,694</u>	<u>122,667</u>	<u>129,484</u>	<u>134,081</u>	<u>130,159</u>
Average total assets under management														
Mutual funds		107,875	101,955	85,603	81,120	88,211	94,390	98,641	100,448	100,523	99,420	104,981	109,982	109,854
Institutional		14,480	13,015	18,009	16,536	17,684	18,680	19,723	20,206	20,095	19,732	20,964	21,922	22,176
		<u>122,355</u>	<u>114,970</u>	<u>103,612</u>	<u>97,655</u>	<u>105,895</u>	<u>113,070</u>	<u>118,364</u>	<u>120,655</u>	<u>120,619</u>	<u>119,152</u>	<u>125,945</u>	<u>131,904</u>	<u>132,030</u>
Gross sales														
Mutual funds		3,862	3,254	2,926	2,758	2,405	2,218	2,908	3,599	3,141	2,331	3,024	4,177	2,896
Institutional		922	761	1,462	1,443	2,095	1,386	1,448	1,520	1,558	1,364	1,571	1,400	1,065
		<u>4,784</u>	<u>4,015</u>	<u>4,388</u>	<u>4,201</u>	<u>4,500</u>	<u>3,604</u>	<u>4,356</u>	<u>5,119</u>	<u>4,699</u>	<u>3,695</u>	<u>4,595</u>	<u>5,577</u>	<u>3,961</u>
Net sales														
Mutual funds		(125)	(277)	(842)	(19)	(446)	(371)	(200)	273	(235)	(660)	(440)	534	(439)
Institutional		275	(893)	(634)	(33)	(195)	355	(136)	386	(385)	(249)	186	85	(47)
		<u>150</u>	<u>(1,170)</u>	<u>(1,476)</u>	<u>(52)</u>	<u>(641)</u>	<u>(16)</u>	<u>(336)</u>	<u>659</u>	<u>(620)</u>	<u>(909)</u>	<u>(254)</u>	<u>619</u>	<u>(486)</u>
Client assets under administration														
Assets under management		119,669	118,535	101,742	98,655	109,647	117,904	120,545	123,368	115,694	122,667	129,484	134,081	130,159
Third party and other assets at Investors Group and IPC		11,404	10,335	9,153	8,930	9,856	10,699	10,936	11,085	10,415	11,060	15,196	15,505	15,073
		<u>131,072</u>	<u>128,870</u>	<u>110,895</u>	<u>107,585</u>	<u>119,504</u>	<u>128,603</u>	<u>131,481</u>	<u>134,453</u>	<u>126,109</u>	<u>133,727</u>	<u>144,680</u>	<u>149,586</u>	<u>145,232</u>

Consolidated Balance Sheet

All figures 000's

Year Quarter	CGAAP 2008 2	CGAAP 2008 3	CGAAP 2008 4	CGAAP 2009 1	CGAAP 2009 2	CGAAP 2009 3	CGAAP 2009 4	IFRS 2010 1	IFRS 2010 2	IFRS 2010 3	IFRS 2010 4	IFRS 2011 1	IFRS 2011 2
Consolidated balance sheet													
Assets													
Cash and cash equivalents	1,156,265	1,125,821	1,232,171	1,235,227	1,277,379	1,304,722	945,081	1,177,108	1,114,330	1,400,333	1,573,626	1,481,688	896,817
Securities													
Available for sale													
Common shares	590,086	449,332	261,769	220,204	217,011	238,827	237,085	50,681	18,139	16,576	7,698	7,720	7,666
Proprietary investment funds	22,554	32,593	28,518	33,832	33,464	35,361	41,341	77,390	32,763	38,820	37,794	31,538	28,887
Fixed income	-	-	195,998	216,234	277,012	354,751	315,387	282,929	261,562	222,848	243,748	213,922	197,696
	612,640	481,925	486,285	470,270	527,487	628,939	593,813	411,000	312,464	278,244	289,240	253,180	234,249
Held for trading													
Canada Mortgage Bonds	-	-	-	592,035	621,974	630,913	624,703	624,911	634,255	647,182	637,850	633,259	213,362
Fixed income	37,791	35,291	35,291	29,666	28,907	28,135	27,743	27,681	27,674	27,654	27,601	27,487	28,922
NHA MBS	-	-	16,077	10,276	6,727	3,516	-	-	-	-	-	-	-
	37,791	35,291	51,368	631,977	657,608	662,564	652,446	652,592	661,929	674,836	665,451	660,746	242,284
	650,431	517,216	537,653	1,102,247	1,185,095	1,291,503	1,246,259	1,063,592	974,393	953,080	954,691	914,986	476,533
Loans													
Held for trading (warehouse)	120,799	353,507	129,524	212,761	273,652	215,827	240,391	242,056	404,603	255,953	224,398	321,173	472,193
Loans and receivables under securitizations	-	-	-	-	-	-	-	3,248,336	3,277,351	3,407,788	3,473,744	3,455,267	3,431,641
Other	496,688	480,510	460,040	472,244	466,850	453,272	431,165	438,101	420,972	409,718	396,510	393,502	378,137
	617,487	834,017	589,564	685,005	740,502	669,099	671,556	3,928,493	4,102,926	4,073,459	4,094,652	4,169,942	4,281,971
Investment in affiliate													
Carrying value	625,052	617,292	574,442	616,650	616,903	615,507	598,221	574,585	563,573	570,395	580,478	569,296	572,100
Fair value	1,101,124	1,186,524	781,821	668,459	855,506	1,003,633	1,013,458	1,101,124	909,165	959,800	996,076	1,015,725	961,311
Other assets	517,739	554,382	660,623	631,844	603,517	585,888	592,908	416,777	405,996	398,507	405,579	402,519	389,281
Deferred selling commissions													
Investors Group	574,187	569,030	561,618	560,624	549,337	537,563	532,610	568,596	562,044	549,614	543,018	559,154	551,540
Mackenzie	400,708	378,981	361,968	350,173	333,811	316,256	299,880	268,971	257,302	244,374	234,245	232,983	225,354
Corporate and other	17,504	17,382	17,017	17,019	17,395	17,592	16,148	16,148	16,080	16,092	17,318	18,190	18,346
	992,399	965,393	940,603	927,816	900,091	871,214	850,082	853,715	835,426	810,080	794,581	810,327	795,240
Intangible assets	1,027,209	1,025,828	1,135,715	1,133,070	1,135,683	1,131,898	1,128,280	1,124,250	1,122,119	1,120,431	1,123,006	1,121,586	1,119,508
Goodwill	2,391,110	2,659,419	2,592,317	2,592,142	2,622,768	2,617,661	2,613,532	2,619,440	2,619,439	2,619,439	2,639,465	2,639,519	2,639,521
	7,977,692	8,299,368	8,263,088	8,924,001	9,081,938	9,087,492	8,645,919	11,757,960	11,738,202	11,945,724	12,166,078	12,109,863	11,170,971
Liabilities													
Deposits and certificates	895,947	903,664	958,999	1,045,263	996,909	953,004	907,343	901,551	862,637	877,140	834,801	818,193	777,501
Bankers' acceptances	-	273,251	286,615	286,812	-	-	-	-	-	-	-	-	-
Repurchase agreements	-	-	-	592,453	617,728	631,258	629,817	629,641	624,232	645,439	635,302	641,350	214,300
Other liabilities	817,725	910,185	936,807	909,719	904,056	907,228	780,329	697,838	709,426	766,160	823,913	720,535	695,409
Deferred income taxes	410,018	392,976	371,746	371,677	365,520	359,246	328,617	301,739	286,309	275,830	264,255	298,555	277,103
Obligations to securitization entities	-	-	-	-	-	-	-	3,324,564	3,364,151	3,460,096	3,505,451	3,527,689	3,506,877
Long-term debt	1,200,000	1,200,000	1,200,000	1,200,000	1,575,000	1,575,000	1,575,000	1,575,000	1,575,000	1,575,000	1,775,000	1,775,000	1,325,000
Preferred shares	360,000	360,000	360,000	360,000	360,000	360,000	360,000	-	-	-	-	-	-
	3,683,690	4,040,076	4,114,167	4,765,924	4,819,213	4,785,736	4,221,106	7,430,333	7,421,755	7,599,665	7,838,722	7,781,322	6,796,190
Shareholders' equity													
Perpetual preferred shares	-	-	-	-	-	-	150,000	150,000	150,000	150,000	150,000	150,000	150,000
Common shares	1,506,538	1,510,350	1,511,110	1,514,850	1,565,737	1,567,815	1,562,925	1,570,645	1,568,588	1,571,727	1,567,725	1,577,686	1,580,977
Contributed surplus	25,631	27,148	29,115	30,817	32,245	32,492	32,702	35,413	36,302	36,912	37,785	36,454	36,955
Retained earnings	2,832,972	2,840,279	2,781,755	2,778,973	2,788,279	2,807,919	2,737,785	2,572,906	2,591,338	2,612,640	2,596,909	2,601,735	2,655,610
Accumulated other comprehensive loss	(71,139)	(118,485)	(173,059)	(166,563)	(123,536)	(106,470)	(58,599)	(1,337)	(29,781)	(25,220)	(25,063)	(37,334)	(48,761)
	4,294,002	4,259,292	4,148,921	4,158,077	4,262,725	4,301,756	4,424,813	4,327,627	4,316,447	4,346,059	4,327,356	4,328,541	4,374,781
	7,977,692	8,299,368	8,263,088	8,924,001	9,081,938	9,087,492	8,645,919	11,757,960	11,738,202	11,945,724	12,166,078	12,109,863	11,170,971

Consolidated Cash Flows

All figures 000's

Year	CGAAP	CGAAP	CGAAP	CGAAP	CGAAP	CGAAP	CGAAP	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS
Quarter	2008	2008	2008	2009	2009	2009	2009	2010	2010	2010	2010	2011	2011
	2	3	4	1	2	3	4	1	2	3	4	1	2
Consolidated statement of cash flows													
Operating activities													
Net earnings	241,101	198,694	79,801	133,527	144,504	167,350	113,711	195,233	180,485	176,431	192,366	214,043	219,108
Deferred income taxes	(12,620)	(11,606)	(19,336)	2,950	(13,084)	(9,731)	(40,989)	14,817	(12,149)	(8,716)	(4,080)	32,688	(17,810)
Commission amortization	81,043	81,544	75,171	74,276	75,189	76,126	78,093	74,656	73,610	71,976	71,512	72,469	70,668
Amortization of capital and intangible assets	6,624	6,802	11,519	8,143	8,684	8,412	8,751	8,130	8,024	8,294	8,452	8,143	8,358
Non-cash charge on available for sale securities	-	-	-	-	-	-	76,506	-	-	-	-	-	-
Proportionate share of affiliate's impairment charge	-	-	60,346	-	-	-	-	-	-	-	-	-	-
Proportionate share of affiliate's gain	(25,003)	-	-	-	-	-	-	-	-	-	-	-	-
Changes in operating assets and liabilities and other	(1,255)	37,593	(89,246)	(19,847)	38,238	(7,631)	(10,493)	(70,906)	2,572	41,993	35,052	(98,191)	(38,233)
	289,890	313,027	118,255	199,049	253,531	234,526	225,579	221,930	252,542	289,978	303,302	229,152	242,091
Commissions paid	(73,866)	(54,538)	(50,381)	(61,489)	(47,464)	(47,249)	(56,961)	(80,942)	(55,324)	(46,629)	(55,079)	(88,215)	(55,581)
	216,024	258,489	67,874	137,560	206,067	187,277	168,618	140,988	197,218	243,349	248,223	140,937	186,510
Financing activities													
Net increase (decrease) in deposits and certificates	(44,072)	7,717	55,335	86,264	(48,354)	(43,905)	(45,661)	(5,792)	(38,914)	14,502	(42,338)	(16,608)	(40,692)
Change in obligations related to assets sold under repurchase agreements	-	-	-	592,453	25,275	13,530	(1,441)	-	(5,585)	21,207	(10,136)	6,048	(427,050)
Change in bankers' acceptances and short-term borrowings	-	273,251	13,364	-	(286,615)	-	(99,967)	-	-	-	-	-	-
Increase (decrease) in obligations to securitization entities	-	-	-	-	-	-	-	13,993	39,019	95,271	44,656	21,491	(21,601)
Net increase (decrease) in debentures	-	-	-	-	375,000	-	-	-	-	-	200,000	-	(450,000)
Issue of common shares	2,002	12,381	1,594	3,993	9,933	10,654	9,417	13,782	2,792	6,654	9,952	20,704	6,828
Redemption of preferred shares	-	-	-	-	-	-	(374,400)	-	-	-	-	-	-
Issue of perpetual preferred shares	-	-	-	-	-	-	146,594	-	-	-	-	-	-
Preferred dividends paid	-	-	-	-	-	-	-	-	(3,467)	(2,213)	(2,212)	(2,213)	(2,212)
Common dividends paid	(128,660)	(128,436)	(134,580)	(134,462)	(134,519)	(135,319)	(135,223)	(134,609)	(134,492)	(134,320)	(134,136)	(133,105)	(132,426)
Common shares purchased for cancellation	(16,998)	(66,164)	(4,698)	(1,592)	-	(14,608)	(53,952)	(21,934)	(29,904)	(22,956)	(82,125)	(86,244)	(35,235)
	(187,728)	98,749	(68,985)	546,656	(59,280)	(169,648)	(554,633)	(134,560)	(170,551)	(21,855)	(16,339)	(189,927)	(1,102,388)
Investing activities													
Purchase of securities	(62,384)	(3,791)	(202,318)	(661,724)	(379,106)	(126,257)	(190,258)	(75,122)	(66,723)	(64,877)	(113,305)	(73,983)	(51,517)
Proceeds from the sale of securities	97,248	91,085	109,300	82,776	340,416	54,419	221,793	304,622	159,746	101,256	107,416	109,682	497,753
Net (increase) / decrease in loans	(438,609)	(415,434)	(294,562)	(318,065)	(459,249)	(370,011)	(253,278)	4,404	(177,613)	34,586	(12,903)	(72,826)	(109,682)
Proceeds from securitizations	447,864	198,564	523,770	218,413	398,754	454,567	252,810	-	-	-	-	-	-
Net cash used in acquisitions and additions to intangible assets	-	(250,290)	(25,351)	(668)	(3,843)	(922)	(1,483)	(6,550)	(1,694)	(2,164)	(33,811)	(1,970)	(1,654)
Net additions to capital assets	(8,302)	(7,816)	(3,378)	(1,892)	(1,607)	(2,082)	(3,210)	(1,755)	(3,161)	(4,292)	(5,988)	(3,851)	(3,893)
	35,817	(387,682)	107,461	(681,160)	(104,635)	9,714	26,374	225,599	(89,445)	64,509	(58,591)	(42,948)	331,007
(Decrease) Increase in cash and cash equivalents	64,113	(30,444)	106,350	3,056	42,152	27,343	(359,641)	232,027	(62,778)	286,003	173,293	(91,938)	(584,871)
Cash and cash equivalents, beginning of period	1,092,152	1,156,265	1,125,821	1,232,171	1,235,227	1,277,379	1,304,722	945,081	1,177,108	1,114,330	1,400,333	1,573,626	1,481,688
Change	64,113	(30,444)	106,350	3,056	42,152	27,343	(359,641)	232,027	(62,778)	286,003	173,293	(91,938)	(584,871)
Cash and cash equivalents, end of period	1,156,265	1,125,821	1,232,171	1,235,227	1,277,379	1,304,722	945,081	1,177,108	1,114,330	1,400,333	1,573,626	1,481,688	896,817

Other Information

All figures 000's, unless otherwise noted

	CGAAP	CGAAP	CGAAP	CGAAP	CGAAP	CGAAP	CGAAP	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS
Year	2008	2008	2008	2009	2009	2009	2009	2010	2010	2010	2010	2011	2011
Quarter	2	3	4	1	2	3	4	1	2	3	4	1	2
Common shares outstanding													
Open	263,730	263,458	262,433	262,365	262,481	264,051	263,851	262,633	262,428	261,697	261,342	259,718	258,393
Issued on acquisition and other	-	-	-	-	1,096	13	-	-	-	-	-	-	-
Issued under Stock Option Plan	85	563	77	176	475	130	141	334	119	245	343	675	250
Purchased for cancellation	(357)	(1,588)	(145)	(60)	-	(343)	(1,359)	(540)	(850)	(600)	(1,967)	(2,000)	(711)
End	263,458	262,433	262,365	262,481	264,051	263,851	262,633	262,428	261,697	261,342	259,718	258,393	257,931
Stock options													
Outstanding	9,592	9,091	8,930	9,895	9,579	9,619	9,415	9,748	9,786	9,504	8,958	9,065	8,715
Weighted average strike price (\$)	34.74	35.57	35.59	34.48	35.24	35.55	35.76	36.56	36.72	37.01	37.59	39.09	39.41
Deposit operations - consolidated balance sheet													
Assets													
Cash and cash equivalents	573,700	604,200	475,200	517,900	434,500	325,000	308,400	325,000	337,100	402,900	326,200	342,500	305,700
Securities	11,100	16,000	188,000	218,100	275,400	354,800	315,400	282,900	261,600	222,900	243,700	213,900	197,700
Loans	481,800	458,800	443,300	456,000	450,700	436,700	435,400	441,500	424,700	412,300	422,500	416,100	444,300
	1,066,600	1,079,000	1,106,500	1,192,000	1,160,600	1,116,500	1,059,200	1,049,400	1,023,400	1,038,000	992,300	972,500	947,700
Deposits													
Deposits	(895,900)	(903,700)	(959,000)	(1,045,300)	(996,900)	(953,000)	(907,400)	(901,500)	(862,600)	(877,100)	(834,800)	(818,200)	(777,500)
Other liabilities (net)	(31,700)	(30,800)	(26,500)	(25,000)	(41,500)	(40,700)	(34,500)	(30,800)	(43,300)	(42,800)	(39,600)	(36,100)	(49,200)
Net assets	139,000	144,500	121,000	121,700	122,200	122,800	117,300	117,100	117,500	118,200	118,000	118,200	121,000
Subordinated debt													
Subordinated debt	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Shareholders' equity													
Shareholders' equity	119,000	124,500	101,000	101,700	102,200	102,800	97,300	97,100	97,500	98,200	98,000	98,200	101,000
Capital	139,000	144,500	121,000	121,700	122,200	122,800	117,300	117,100	117,500	118,200	118,000	118,200	121,000

Investors Group Segment

All figures 000's

	CGAAP	CGAAP	CGAAP	CGAAP	CGAAP	CGAAP	CGAAP	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS
Year	2008	2008	2008	2009	2009	2009	2009	2010	2010	2010	2010	2011	2011
Quarter	2	3	4	1	2	3	4	1	2	3	4	1	2
Investors Group segment results													
Earnings before interest and taxes													
Revenue													
Management fees	290,556	277,855	230,438	213,880	237,755	258,635	270,992	271,683	275,719	274,438	290,199	297,679	298,660
Administration fees	55,125	53,413	49,786	47,959	51,213	53,234	54,231	54,469	54,615	53,323	55,976	57,890	58,297
Distribution fees													
Redemption fees	12,168	9,796	8,900	9,706	10,237	8,849	10,823	11,880	12,423	11,522	11,621	13,668	12,603
Other mutual fund	4,716	4,618	4,009	3,827	4,244	4,617	4,884	4,984	5,161	5,251	5,540	5,674	5,772
Non-mutual fund	21,357	21,422	24,481	21,605	22,123	22,359	26,645	24,931	27,311	26,469	30,164	28,343	28,940
	38,241	35,835	37,390	35,139	36,604	35,825	42,353	41,796	44,895	43,242	47,325	47,685	47,315
Net investment income and other	42,367	36,044	29,831	18,369	18,740	17,615	9,913	25,119	(6,215)	19,053	25,282	21,500	12,818
	426,289	403,147	347,445	315,347	344,312	365,309	377,489	393,067	369,014	390,056	418,782	424,754	417,090
Expenses													
Commissions													
Amortization	42,744	43,229	43,803	44,152	44,419	44,726	45,166	44,073	45,062	44,672	44,332	45,199	45,290
Asset retention bonus and premium	59,743	57,642	50,982	45,361	45,580	48,773	49,717	51,109	51,759	51,029	53,476	56,168	56,840
Other - mutual fund	8,410	7,755	8,961	7,718	8,941	8,558	8,563	8,787	9,507	8,887	9,173	9,307	9,510
Other - non-mutual fund	9,875	9,993	12,434	9,717	10,653	10,799	13,002	11,856	12,628	12,335	13,359	13,587	13,251
	120,772	118,619	116,180	106,948	109,593	112,856	116,448	115,825	118,956	116,923	120,340	124,261	124,891
Non-commission													
Amortization	2,196	2,451	4,270	3,175	3,184	3,189	3,650	3,251	3,377	3,427	3,336	3,241	3,363
Other	79,024	72,386	77,682	75,980	78,535	71,501	72,013	78,179	80,261	75,479	76,656	82,516	88,731
	81,220	74,837	81,952	79,155	81,719	74,690	75,663	81,430	83,638	78,906	79,992	85,757	92,094
	201,992	193,456	198,132	186,103	191,312	187,546	192,111	197,255	202,594	195,829	200,332	210,018	216,985
Earnings before interest and taxes	224,297	209,691	149,313	129,244	153,000	177,763	185,378	195,812	166,420	194,227	218,450	214,736	200,105

Investors Group Segment

Year Quarter	2008 2	2008 3	2008 4	2009 1	2009 2	2009 3	2009 4	2010 1	2010 2	2010 3	2010 4	2011 1	2011 2
Investors Group segment results													
Operating metrics													
Number of Investors Group Consultants													
Less than four years experience	1,960	1,981	2,000	1,971	1,993	2,069	2,042	2,033	2,055	2,058	2,045	1,931	1,933
More than four years experience	2,400	2,430	2,479	2,515	2,518	2,547	2,591	2,604	2,612	2,625	2,641	2,655	2,659
	4,360	4,411	4,479	4,486	4,511	4,616	4,633	4,637	4,667	4,683	4,686	4,586	4,592
Number of Region Offices	87	91	92	92	92	94	95	95	95	95	101	101	101
Mutual fund assets under management (\$ millions)													
Opening assets	58,582	59,006	54,306	47,491	46,574	52,498	56,560	57,655	59,224	55,468	58,838	61,785	64,049
Gross sales	1,457	1,299	1,237	1,427	1,105	1,134	1,376	1,880	1,316	1,165	1,387	2,046	1,405
Redemptions	1,463	1,238	1,177	1,118	1,200	1,098	1,222	1,320	1,418	1,331	1,425	1,542	1,550
Net sales	(6)	61	60	309	(95)	36	154	560	(102)	(166)	(38)	504	(145)
Investment returns	430	(4,761)	(6,875)	(1,226)	6,019	4,026	941	1,009	(3,653)	3,535	2,986	1,759	(1,745)
Ending assets	59,006	54,306	47,491	46,574	52,498	56,560	57,655	59,224	55,468	58,838	61,785	64,049	62,158
Average assets	60,308	57,284	48,019	45,698	50,433	54,223	56,550	57,743	57,863	57,166	60,236	63,006	62,848
Redemption rate (last twelve month trailing)													
Long term funds	7.6%	7.7%	7.9%	7.7%	7.5%	7.3%	7.4%	7.5%	7.7%	8.1%	8.3%	8.4%	8.5%
Total	8.9%	9.1%	9.4%	9.4%	9.2%	9.1%	9.0%	8.9%	9.0%	9.3%	9.4%	9.6%	9.6%
Assets under administration (\$ millions)													
Investors Group mutual fund assets	59,006	54,306	47,491	46,574	52,498	56,560	57,655	59,224	55,468	58,838	61,785	64,049	62,158
Third party and other	2,225	1,992	1,798	1,756	1,944	2,059	2,053	2,068	1,961	2,085	2,159	2,220	2,158
	61,231	56,298	49,289	48,331	54,442	58,619	59,708	61,292	57,430	60,923	63,945	66,269	64,316
Other products (\$ millions)													
Insurance - new annualized premiums	10.9	11.8	14.5	9.5	12.9	11.6	15.2	13.1	14.2	14.1	16.0	14.9	16.1
Segregated fund assets	338	350	339	357	443	519	567	633	662	774	880	958	980
Mortgages under administration													
Mortgage originations	4,717	4,882	4,988	5,036	5,153	5,268	5,366	5,433	5,608	5,683	5,741	5,808	5,982
	390	290	221	254	377	278	244	285	402	238	253	330	404

Mackenzie Segment

All figures 000's

Year Quarter	CGAAP 2008 2	CGAAP 2008 3	CGAAP 2008 4	CGAAP 2009 1	CGAAP 2009 2	CGAAP 2009 3	CGAAP 2009 4	IFRS 2010 1	IFRS 2010 2	IFRS 2010 3	IFRS 2010 4	IFRS 2011 1	IFRS 2011 2
Mackenzie segment results													
Earnings before interest and taxes													
Revenues													
Management fees	202,129	189,100	157,621	143,789	153,545	164,682	169,369	169,328	170,682	168,762	178,301	183,250	181,625
Administration fees													
Unitholder admin fees	25,339	25,456	24,797	25,385	25,946	26,524	25,003	24,476	24,680	24,928	24,783	24,941	24,989
Other	8,557	8,609	9,027	8,436	9,248	8,298	8,534	8,201	8,414	7,992	8,540	8,183	7,790
	33,896	34,065	33,824	33,821	35,194	34,822	33,537	32,677	33,094	32,920	33,323	33,124	32,779
Distribution fees													
Redemption fees	8,540	7,994	8,106	6,285	6,061	5,870	6,113	6,065	5,681	5,002	6,195	5,901	4,861
Other	377	227	368	308	432	343	397	466	470	380	517	468	520
	8,917	8,221	8,474	6,593	6,493	6,213	6,510	6,531	6,151	5,382	6,712	6,369	5,381
Net investment income and other	6,089	5,210	4,612	3,264	3,522	4,405	3,438	3,390	3,048	3,369	4,170	4,534	4,045
	251,031	236,596	204,531	187,467	198,754	210,122	212,854	211,926	212,975	210,433	222,506	227,277	223,830
Expenses													
Commissions													
Amortization	37,107	37,107	30,100	28,839	29,443	30,014	31,468	29,053	26,999	25,759	25,581	25,689	23,662
Trailers	53,682	50,041	40,172	37,273	39,948	43,150	44,575	45,408	45,557	44,440	47,285	50,089	50,182
	90,789	87,148	70,272	66,112	69,391	73,164	76,043	74,461	72,556	70,199	72,866	75,778	73,844
Non-commission													
Amortization	2,163	2,009	4,826	2,607	3,180	3,200	3,261	2,818	2,853	2,927	3,018	2,837	2,933
Other	68,714	68,527	65,486	67,484	65,054	62,991	61,467	66,360	64,298	63,300	64,978	68,836	66,261
	70,877	70,536	70,312	70,091	68,234	66,191	64,728	69,178	67,151	66,227	67,996	71,673	69,194
	161,666	157,684	140,584	136,203	137,625	139,355	140,771	143,639	139,707	136,426	140,862	147,451	143,038
Earnings before interest and taxes	89,365	78,912	63,947	51,264	61,129	70,767	72,083	68,287	73,268	74,007	81,644	79,826	80,792

Mackenzie Segment

All figures millions, unless otherwise noted

	Year Quarter	2008 2	2008 3	2008 4	2009 1	2009 2	2009 3	2009 4	2010 1	2010 2	2010 3	2010 4	2011 1	2011 2
Mackenzie segment results														
Operating metrics														
Total assets under management														
Opening		60,880	61,200	64,776	54,660	52,602	57,799	62,030	63,579	64,857	60,887	64,533	68,346	70,679
Gross sales		3,328	2,698	3,131	2,859	3,393	2,440	2,951	3,227	3,343	2,459	3,133	3,486	2,684
Redemptions		3,129	3,927	4,669	3,159	3,928	2,502	3,460	3,126	3,859	3,230	3,400	3,365	2,857
Net sales		199	(1,229)	(1,537)	(299)	(535)	(62)	(509)	101	(516)	(771)	(267)	121	(173)
Acquisitions		-	12,209	-	-	-	-	-	-	-	-	-	-	-
Investment returns		121	(7,403)	(8,578)	(1,760)	5,732	4,294	2,058	1,177	(3,454)	4,417	4,080	2,212	(1,698)
Ending assets		61,200	64,776	54,660	52,602	57,799	62,030	63,579	64,857	60,887	64,533	68,346	70,679	68,807
Average assets		62,679	58,278	56,107	52,405	56,027	59,524	62,491	63,600	63,406	62,656	66,355	69,547	69,934
Mutual fund assets under management														
Opening		44,555	43,716	41,823	35,814	33,659	37,249	39,854	40,624	41,331	38,867	41,112	43,452	44,824
Gross sales		2,342	1,901	1,646	1,264	1,231	997	1,414	1,586	1,711	1,056	1,494	1,962	1,358
Redemptions		2,436	2,214	2,515	1,620	1,593	1,436	1,822	1,934	1,877	1,598	1,957	2,005	1,703
Net sales		(94)	(313)	(869)	(356)	(362)	(439)	(408)	(348)	(166)	(542)	(463)	(43)	(345)
Acquisitions		-	1,786	-	-	-	-	-	-	-	-	-	-	-
Investment returns		(746)	(3,365)	(5,141)	(1,799)	3,952	3,044	1,178	1,055	(2,298)	2,786	2,804	1,415	(878)
Ending assets		43,716	41,823	35,814	33,659	37,249	39,854	40,624	41,331	38,867	41,112	43,452	44,824	43,601
Average assets		45,383	42,655	35,881	33,759	35,998	38,245	40,023	40,533	40,432	39,980	42,198	44,219	44,176
Redemption rate (last twelve month trailing)														
Long term funds		15.6%	16.9%	18.7%	18.3%	17.3%	16.0%	14.6%	15.1%	15.7%	16.2%	16.5%	16.5%	15.9%
Total		19.2%	20.2%	22.4%	22.2%	21.2%	19.6%	17.5%	17.7%	17.9%	18.1%	18.1%	17.9%	17.1%
Institutional assets under management														
Opening		16,325	17,484	22,953	18,847	18,943	20,550	22,176	22,955	23,526	22,020	23,421	24,894	25,855
Gross sales		986	797	1,485	1,595	2,161	1,443	1,537	1,641	1,632	1,403	1,639	1,524	1,326
Redemptions		693	1,713	2,154	1,539	2,334	1,066	1,638	1,192	1,982	1,632	1,443	1,360	1,154
Net sales		293	(916)	(668)	57	(173)	377	(101)	449	(350)	(229)	196	164	172
Acquisitions		-	10,423	-	-	-	-	-	-	-	-	-	-	-
Investment returns		866	(4,038)	(3,438)	39	1,780	1,250	880	122	(1,156)	1,631	1,277	797	(821)
Ending assets		17,484	22,953	18,847	18,943	20,550	22,176	22,955	23,526	22,020	23,421	24,894	25,855	25,206
Average assets		17,295	15,623	20,225	18,646	20,029	21,279	22,468	23,067	22,975	22,676	24,158	25,328	25,758

Corporate & Other Segment

All figures 000's

Year Quarter	CGAAP 2008 2	CGAAP 2008 3	CGAAP 2008 4	CGAAP 2009 1	CGAAP 2009 2	CGAAP 2009 3	CGAAP 2009 4	IFRS 2010 1	IFRS 2010 2	IFRS 2010 3	IFRS 2010 4	IFRS 2011 1	IFRS 2011 2
Corporate and other segment results													
Earnings before interest and taxes													
Revenues													
Management fees	10,635	9,974	8,266	7,750	8,040	8,873	9,326	8,723	9,057	9,322	10,528	11,133	11,449
Administration fees	380	620	638	542	495	481	491	1,368	1,459	1,552	1,496	1,779	1,906
Distribution fees													
Redemption fees	699	579	520	433	329	321	262	346	320	243	254	261	289
Other	24,538	25,963	20,980	20,171	18,911	19,642	21,628	24,176	20,580	20,204	29,428	35,376	31,012
	25,237	26,542	21,500	20,604	19,240	19,963	21,890	24,522	20,900	20,447	29,682	35,637	31,301
Net investment income and other													
Share of GWL earnings				25,461	10,426	16,418	17,117	17,357	17,904	16,927	18,611	16,980	18,111
Other	7,096	7,773	1,569	5,691	10,345	5,364	(1,533)	8,346	5,357	1,898	4,292	2,846	6,522
	7,096	7,773	1,569	31,152	20,771	21,782	15,584	25,703	23,261	18,825	22,903	19,826	24,633
	43,348	44,909	31,973	60,048	48,546	51,099	47,291	60,316	54,677	50,146	64,609	68,375	69,289
Expenses													
Commissions													
Amortization	1,192	1,208	1,268	1,285	1,327	1,386	1,459	1,528	1,551	1,545	1,600	1,581	1,716
Other	22,050	23,078	18,701	18,031	16,998	17,887	19,554	21,882	18,942	18,613	26,611	32,009	28,415
	23,242	24,286	19,969	19,316	18,325	19,273	21,013	23,410	20,493	20,158	28,211	33,590	30,131
Non-commission													
Amortization	2,265	2,342	2,423	2,361	2,320	2,023	1,840	2,061	1,794	1,940	2,098	2,065	2,062
Other	8,138	7,662	7,879	6,908	5,979	5,819	6,501	6,358	6,433	10,787	10,404	9,688	8,630
	10,403	10,004	10,302	9,269	8,299	7,842	8,341	8,419	8,227	12,727	12,502	11,753	10,692
	33,645	34,290	30,271	28,585	26,624	27,115	29,354	31,829	28,720	32,885	40,713	45,343	40,823
Earnings before interest and taxes	9,703	10,619	1,702	31,463	21,922	23,984	17,937	28,487	25,957	17,261	23,896	23,032	28,466

Corporate & Other Segment

All figures millions, unless otherwise noted

	2008 2	2008 3	2008 4	2009 1	2009 2	2009 3	2009 4	2010 1	2010 2	2010 3	2010 4	2011 1	2011 2
Corporate and other segment results													
Operating metrics													
Investment Planning Counsel assets under administration													
Counsel Fund Management	2,139	1,931	1,740	1,670	1,838	2,030	2,140	2,254	2,171	2,377	2,688	2,834	2,845
Third party and other	10,681	9,760	8,602	8,357	9,191	9,980	10,216	10,374	9,700	10,284	14,915	15,203	14,737
Total	12,820	11,692	10,342	10,028	11,029	12,010	12,355	12,628	11,871	12,661	17,603	18,037	17,582
Counsel mutual fund assets under management													
Opening	2,180	2,139	1,931	1,740	1,670	1,838	2,030	2,140	2,254	2,171	2,377	2,688	2,834
Gross sales	63	54	43	67	69	87	120	133	114	110	142	169	134
Redemptions	88	79	76	58	58	55	66	72	81	62	80	95	82
Net sales	(25)	(25)	(33)	9	11	32	54	61	33	48	62	73	52
Acquisitions	-	-	-	-	-	-	-	-	-	-	128	-	-
Investment returns	(16)	(182)	(158)	(79)	157	160	56	54	(116)	158	121	72	(40)
Ending assets	2,139	1,931	1,740	1,670	1,838	2,030	2,140	2,254	2,171	2,377	2,688	2,834	2,845
Average assets	2,209	2,062	1,724	1,663	1,780	1,923	2,068	2,172	2,229	2,274	2,548	2,757	2,830
Redemption rate (last twelve month trailing)													
Long term funds	11.9%	13.7%	14.8%	14.6%	13.6%	12.4%	11.6%	11.6%	12.3%	12.1%	12.0%	12.2%	11.5%
Total	12.5%	14.4%	15.8%	15.6%	14.8%	13.8%	12.7%	12.6%	13.2%	12.8%	12.7%	12.7%	12.1%

Investors Group – Mutual Fund Assets

All figures millions

	Jan-10	Feb-10	Mar-10	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	
Investors Group																			
Mutual fund assets under management																			
Opening assets	57,655	56,294	57,519	59,224	59,087	56,811	55,468	57,264	56,918	58,838	59,764	59,946	61,785	62,601	64,069	64,049	63,723	63,630	
Gross sales	497	748	635	447	429	440	419	363	383	420	513	453	539	826	681	446	516	443	
Redemptions	439	405	476	494	462	463	422	439	470	440	477	508	496	482	564	506	552	492	
Net sales	58	343	160	(47)	(34)	(22)	(3)	(76)	(87)	(19)	36	(55)	43	345	116	(60)	(36)	(49)	
Investment returns	(1,420)	883	1,545	(89)	(2,243)	(1,320)	1,798	(269)	2,006	946	145	1,894	773	1,123	(137)	(266)	(56)	(1,424)	
Ending assets	56,294	57,519	59,224	59,087	56,811	55,468	57,264	56,918	58,838	59,764	59,946	61,785	62,601	64,069	64,049	63,723	63,630	62,158	
Investors Group																			
Long Term Mutual fund assets under management																			
Opening assets	56,147	54,877	56,162	57,914	57,815	55,522	54,188	55,978	55,700	57,645	58,599	58,815	60,666	61,536	63,018	62,999	62,694	62,621	
Gross sales	444	684	565	392	374	384	349	315	334	362	459	391	480	754	599	398	461	387	
Redemptions	374	343	411	425	392	389	352	375	403	379	412	443	433	428	499	444	493	430	
Net sales	70	341	155	(33)	(18)	(5)	(3)	(60)	(69)	(17)	47	(52)	48	326	100	(45)	(31)	(43)	
Net transfers from / (to) short term funds	(85)	(67)	(58)	(20)	32	8	3	(1)	(6)	(24)	(23)	(8)	(51)	(32)	(17)	(7)	(16)	6	
Investment returns	(1,254)	1,011	1,656	(46)	(2,307)	(1,336)	1,789	(217)	2,020	995	192	1,911	874	1,188	(102)	(252)	(26)	(1,444)	
Ending assets	54,877	56,162	57,914	57,815	55,522	54,188	55,978	55,700	57,645	58,599	58,815	60,666	61,536	63,018	62,999	62,694	62,621	61,140	

Mackenzie – Mutual Fund Assets

All figures millions

	Jan-10	Feb-10	Mar-10	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	
Mackenzie																			
Mutual fund assets under management																			
Opening assets	40,624	39,711	40,209	41,331	41,497	39,636	38,867	39,895	39,612	41,112	41,800	41,826	43,452	43,882	44,789	44,824	45,008	44,751	
Gross sales	424	550	612	453	390	869	339	332	385	452	492	549	533	691	738	483	475	401	
Redemptions	612	635	687	662	579	638	479	520	599	634	632	690	654	680	671	565	566	572	
Net sales	(188)	(84)	(75)	(209)	(188)	231	(139)	(189)	(214)	(182)	(140)	(140)	(121)	11	67	(82)	(91)	(171)	
Investment returns	(725)	582	1,197	376	(1,673)	(1,000)	1,167	(94)	1,713	870	167	1,766	551	896	(31)	266	(166)	(979)	
Ending assets	39,711	40,209	41,331	41,497	39,636	38,867	39,895	39,612	41,112	41,800	41,826	43,452	43,882	44,789	44,824	45,008	44,751	43,601	
Mackenzie																			
Long Term Mutual fund assets under management																			
Opening assets	39,093	38,263	38,866	40,058	40,281	38,397	37,664	38,714	38,456	39,944	40,686	40,767	42,412	42,900	43,842	43,878	44,084	43,863	
Gross sales	383	502	549	406	337	827	310	305	306	413	454	491	495	644	667	430	430	363	
Redemptions	517	507	591	580	514	562	429	477	538	554	568	623	577	623	613	503	503	526	
Net sales	(134)	(6)	(42)	(175)	(177)	266	(119)	(172)	(232)	(141)	(114)	(132)	(82)	21	54	(73)	(73)	(163)	
Net transfers from / (to) short term funds	29	25	36	22	(32)	2	1	8	8	12	29	10	19	28	42	13	78	(5)	
Investment returns	(725)	583	1,198	376	(1,675)	(1,001)	1,168	(95)	1,713	870	166	1,767	552	894	(60)	265	(226)	(979)	
Ending assets	38,263	38,866	40,058	40,281	38,397	37,664	38,714	38,456	39,944	40,686	40,767	42,412	42,900	43,842	43,878	44,084	43,863	42,716	

Counsel – Mutual Fund Assets

All figures millions

	Jan-10	Feb-10	Mar-10	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	
Counsel																			
Mutual fund assets under management																			
Opening assets	2,140	2,109	2,171	2,254	2,276	2,196	2,171	2,259	2,283	2,377	2,435	2,585	2,688	2,726	2,810	2,834	2,861	2,880	
Gross sales	34	45	54	39	34	42	37	40	32	41	50	51	45	67	57	43	47	44	
Redemptions	22	22	27	24	31	26	18	19	23	22	31	27	30	32	34	28	27	27	
Net sales	13	23	26	14	2	16	19	21	9	19	20	24	15	35	23	15	20	17	
Acquisitions	-	-	-	-	-	-	-	-	-	-	128	-	-	-	-	-	-	-	
Investment returns	(43)	40	57	7	(82)	(40)	69	2	86	39	3	79	23	49	1	12	(1)	(52)	
Ending assets	2,109	2,171	2,254	2,276	2,196	2,171	2,259	2,283	2,377	2,435	2,585	2,688	2,726	2,810	2,834	2,861	2,880	2,845	

Counsel
Long Term Mutual fund assets under management

Opening assets	2,092	2,059	2,123	2,209	2,233	2,152	2,130	2,219	2,244	2,341	2,400	2,550	2,655	2,694	2,777	2,799	2,829	2,850
Gross sales	31	40	48	35	31	37	33	37	29	38	45	44	40	60	49	38	42	39
Redemptions	20	21	25	23	30	23	17	17	22	21	29	25	28	31	32	26	24	27
Net sales	12	19	23	12	1	14	16	19	7	17	16	19	12	29	17	12	18	12
Net transfers from / (to) short term funds	(1)	5	6	5	0	4	4	4	3	3	6	7	4	6	5	4	6	4
Acquisitions	-	-	-	-	-	-	-	-	-	-	125	-	-	-	-	-	-	-
Investment returns	(43)	40	57	7	(82)	(40)	69	2	86	39	3	79	23	49	1	13	(2)	(52)
Ending assets	2,059	2,123	2,209	2,233	2,152	2,130	2,219	2,244	2,341	2,400	2,550	2,655	2,694	2,777	2,799	2,829	2,850	2,815