



IGM FINANCIAL Q3, 2013 Results

November 8, 2013

STRENGTH | FOCUS | GROWTH

IGM Financial – Conference Call Participants

Jeffrey R. Carney

President & CEO,
Mackenzie

Co - President & CEO,
IGM Financial

Murray J. Taylor

President & CEO,
Investors Group

Co - President & CEO,
IGM Financial

Kevin E. Regan

Executive Vice-President
& CFO,
IGM Financial

Caution Concerning Forward Looking Statements

Certain statements in this report other than statements of historical fact, are forward-looking statements based on certain assumptions and reflect IGM Financial's current expectations. Forward-looking statements are provided to assist 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. Readers are cautioned that such statements may not be appropriate for other purposes. These statements may include, without limitation, statements regarding the operations, business, financial condition, expected financial results, performance, prospects, opportunities, priorities, targets, goals, ongoing objectives, strategies and outlook of the Company, as well as the outlook for North American and international economies, for the current fiscal year and subsequent periods. Forward-looking statements include statements that are predictive in nature, depend upon or refer to future events or conditions, or include words such as "expects", "anticipates", "plans", "believes", "estimates", "seeks", "intends", "targets", "projects", "forecasts" or negative versions thereof and other similar expressions, or future or conditional verbs such as "may", "will", "should", "would" and "could".

This information is based upon certain material factors or assumptions that were applied in drawing a conclusion or making a forecast or projection as reflected in the forward-looking statements, including the perception of historical trends, current conditions and expected future developments, as well as other factors that are believed to be appropriate in the circumstances. While the Company considers these assumptions to be reasonable based on information currently available to management, they may prove to be incorrect.

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, 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 and its subsidiaries' success in anticipating and managing the foregoing factors.

The reader is cautioned that the foregoing list 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 applicable Canadian 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 and material factors or assumptions on which information contained in forward-looking statements is based is provided in its disclosure materials filed with the securities regulatory authorities in Canada, available at www.sedar.com.

Non-IFRS Financial Measures and Additional IFRS Measures

- Net earnings available to common shareholders, which is an additional measure in accordance with IFRS, may be subdivided 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.
- This report may also contain non-IFRS financial measures. Non-IFRS financial measures are used to provide management and investors with additional measures of performance. However, we caution that non-IFRS financial measures do not have standard meanings prescribed by IFRS 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” and “Earnings before Interest and Taxes” (EBIT).
- We refer you to the appropriate reconciliation in the Management’s Discussion and Analysis of these non-IFRS financial measures to measures prescribed by IFRS.
- “Operating Earnings” and “Operating Earnings Per Share” for the three months ended December 31, 2012 exclude the following:
 - A favourable change in income tax provision estimates of \$24.4 million, recorded in the fourth quarter, related to certain tax filings.
 - An after-tax charge of \$5.6 million, recorded in the fourth quarter, representing the Company’s proportionate share of net changes in Great-West Lifeco Inc.’s litigation provisions.
- On January 1, 2013, the Company adopted the revisions to IAS 19 that amend the measurement, presentation and disclosure requirements for defined benefit plans.
 - The standard has been applied retroactively and the comparative periods have been restated. On a restated basis, 2012 Net Earnings were \$3.0 million (pre-tax \$4.1 million) lower, Q3, 2012 Net Earnings were \$0.7 million (pre-tax \$1.0 million) lower and Net Earnings for the nine months ended September 30, 2012 were \$2.2 million (pre-tax \$3.0 million).
 - The key impacts upon the Statement of Earnings include eliminating the concept of an expected return on assets and replacing this with the discount rate.

Documents Incorporated by Reference

This summary document and webcast are meant to discuss, not to serve as a substitute for, information included in these documents. The reader is hereby cautioned to refer to the following documents relating to IGM Financial's results:

1. Documents related to IGM Financial's Q3, 2013 results issued November 7, 2013:
 - IGM Financial Q3, 2013 financial results press release. This press release includes financial highlights as well as a summary earnings statement.
 - IGM Financial Q3, 2013 Consolidated Financial Statements and Notes.
 - IGM Financial Q3, 2013 Management's Discussion and Analysis ("MD&A").
 - IGM Financial Q3, 2013 Supplemental Information.
2. IGM Financial October, 2013 Assets Under Management press release issued November 4, 2013.
3. IGM Financial 2012 Annual Report which was issued on March 21, 2013.

Each of these documents are available on the Company's website at www.igmfinancial.com and also at www.sedar.com.

1. Highlights

2. Mackenzie Investments

3. Investors Group

IGM Financial Earnings

- ◆ *IGM Financial's Net Earnings Per Share were 77 cents during Q3, 2013, an increase of 5.5% relative to Q3, 2012.*

	<u>Q3,</u> <u>2012</u>	<u>Q2,</u> <u>2013</u>	<u>Q3,</u> <u>2013</u>	<u>Change</u>	
				<u>Last</u> <u>Quarter</u>	<u>Last</u> <u>Year</u>
Net Earnings (millions)	186.2	190.9	193.4	1.3%	3.8%
Net Earnings per share (diluted)	0.73	0.76	0.77	1.3%	5.5%
Dividends per share	0.5375	0.5375	0.5375	0.0%	0.0%

IGM Financial Gross Sales

- *IGM Financial had mutual fund gross sales of \$2.8 billion during Q3, 2013 and \$10.0 billion year to date.*

IGM Financial Investment Product Gross Sales (\$ Millions)

	Three Months Ended September 30, 2013				Nine Months Ended September 30, 2013			
	Investors Group	Mackenzie	Counsel	IGM Financial ¹	Investors Group	Mackenzie	Counsel	IGM Financial ¹
Long term mutual funds	1,290	1,212	84	2,581	4,473	4,381	305	9,140
Short term mutual funds	155	85	10	250	501	295	33	829
Total mutual funds	1,445	1,297	94	2,831	4,974	4,676	338	9,969
Institutional		1,223		863		4,539		3,446
Total	1,445	2,520	94	3,694	4,974	9,215	338	13,415

1. Total gross sales exclude sub-advisory mandates of Mackenzie to mutual funds managed by Investors Group and Counsel. These mandates had gross sales of \$365 million during Q3, 2013 and \$1.1 billion year to date.

IGM Financial Net Sales

- *IGM Financial had mutual fund net redemptions of \$317 million during Q3, 2013 and \$373 million year to date.*

IGM Financial Investment Product Net Sales (\$ Millions)

	Three Months Ended September 30, 2013				Nine Months Ended September 30, 2013			
	Investors Group	Mackenzie	Counsel	IGM Financial ¹	Investors Group	Mackenzie	Counsel	IGM Financial ¹
Long term mutual funds	(113)	(215)	10	(319)	69	(462)	9	(397)
Short term mutual funds	4	(8)	6	2	31	(24)	17	24
Total mutual funds	(109)	(223)	16	(317)	100	(486)	26	(373)
Institutional ²		(2,504)		(2,579)		(2,158)		(2,384)
Total	(109)	(2,727)	16	(2,896)	100	(2,644)	26	(2,757)

1. Total net sales exclude sub-advisory mandates of Mackenzie to mutual funds managed by Investors Group and Counsel. These mandates had net sales of \$76 million during Q3, 2013 and \$239 million year to date.
2. Q3, 2013 institutional redemptions include the internalization on July 2, 2013 by Waddell & Reed of a \$2.4 billion mandate previously sub-advised by Mackenzie.

IGM Financial Assets Under Management

- IGM Financial's mutual fund assets under management have increased by 8.7% during the last year, total assets have increased by 5.6%.

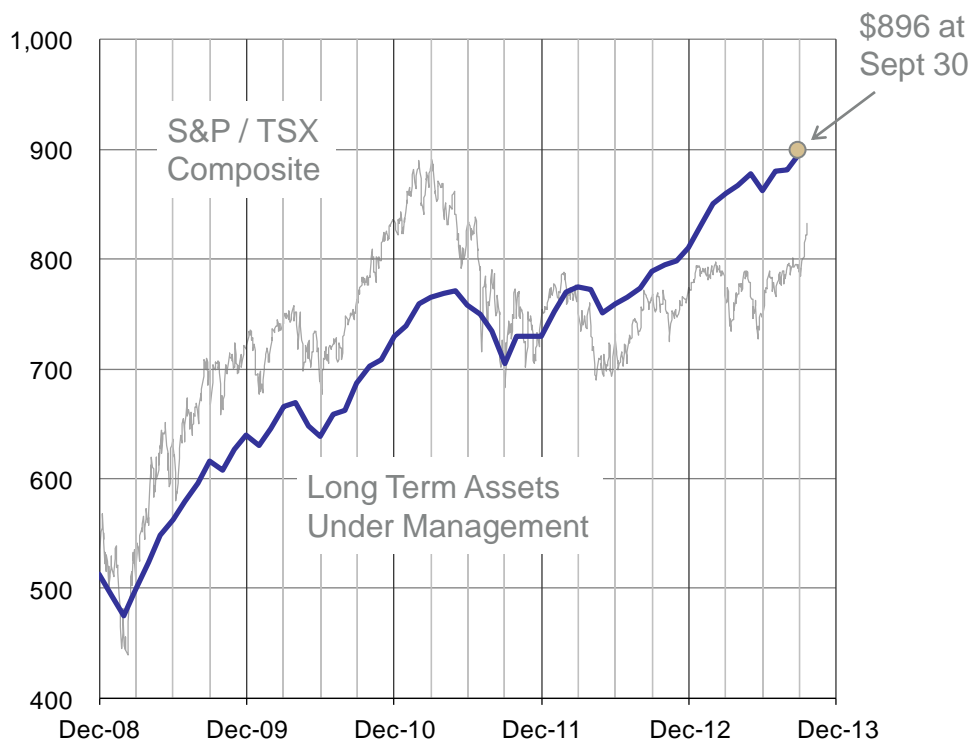
(\$ Billions)	Quarter					Q3, 2013 Change	
	Sep 30, 2012	Dec 31, 2012	Mar 31, 2013	Jun 30, 2013	Sep 30, 2013	Last Quarter	Last Year
Ending Assets Under Management (as at end of period)							
IGM Financial - Mutual Funds	102.2	103.9	108.5	107.6	111.2	3.3%	8.7%
IGM Financial - Total AUM	119.3	120.7	125.8	124.8	126.0	1.0%	5.6%
Investors Group	59.6	60.6	63.0	62.5	64.4	3.2%	8.1%
Mackenzie - Mutual Funds	39.7	40.4	42.4	42.1	43.6	3.6%	9.7%
Mackenzie - Total ¹	61.0	61.5	64.3	63.9	63.3	(1.1%)	3.7%
Counsel	2.9	2.9	3.1	3.1	3.2	3.6%	8.7%
Average Assets Under Management (for the period ended)							
IGM Financial - Mutual Funds	101.0	102.4	106.9	108.4	110.2	1.7%	9.1%
IGM Financial - Total AUM	118.2	119.3	124.0	125.7	125.1	(0.5%)	5.8%
Investors Group	58.7	59.8	62.2	62.9	63.9	1.6%	8.8%
Mackenzie - Mutual Funds	39.4	39.7	41.7	42.4	43.2	1.9%	9.6%
Mackenzie - Total ¹	60.4	60.9	63.3	64.3	62.8	(2.3%)	4.0%
Counsel	2.9	2.9	3.0	3.1	3.1	1.3%	8.5%

1. Includes sub-advisory mandates of Mackenzie to mutual funds managed by Investors Group and Counsel. These mandates had assets under management of \$4.9 billion at September 30, 2013.

Industry Long Term Mutual Fund Assets

- During Q3, 2013, industry long term mutual fund assets increased by 3.9% primarily as a result of increases in global equity markets.

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



	Q3, 2013	Q4, 2013 at October 31
Mutual Fund Long Term Assets	3.9%	
S&P / TSX Composite	5.4%	4.5%
S&P 500	4.7%	4.5%
Dow Jones Industrial	1.5%	2.8%
Nasdaq Composite	10.8%	3.9%
FTSE 100	4.0%	4.2%
DAX	8.0%	5.1%
Nikkei 225	5.7%	(0.9%)
US dollar relative to CAD	(2.0%)	1.2%
Euro relative to CAD	1.9%	1.6%

S&P / TSX Composite Compound Annual Total Return at September 30, 2013				
YTD	1 year	3 year	5 year	10 year
5.3%	7.1%	4.1%	4.8%	8.4%

Mutual fund industry reflects Investor Economics data and excludes exchange traded funds.
All index returns are local market returns.

Industry Sales by Distribution Emphasis

- *The advice channel experienced a \$2.3 billion increase in net sales during Q3, 2013 relative to Q3, 2012, total industry net sales improved by \$0.5 billion.*

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

	Long Term Funds			Total Funds		
	2012	2013	% Change	2012	2013	% Change
Gross Sales						
Advice	11.4	15.6	36.6%	12.0	16.6	38.5%
Deposit takers	19.5	22.0	13.2%	23.6	26.5	12.5%
Other	1.3	3.5 ¹	174.5%	1.4	3.6 ¹	161.5%
Total	32.2	41.1	27.9%	37.0	46.7	26.4%
			<u>\$ Change</u>			<u>\$ Change</u>
Net Sales						
Advice	(0.5)	1.3	1.8	(0.7)	1.6	2.3
Deposit takers	4.8	2.9	(1.9)	3.9	2.6	(1.3)
Other	0.3	(0.1)	(0.4)	0.3	(0.1)	(0.4)
Total	4.6	4.1	(0.5)	3.5	4.1	0.5

1. Fund-of-funds rebalancing activity during September, 2013 increased gross sales by approximately \$2.5 billion.

Source: Investor Economics data and excludes exchange traded funds.

"Advice" reflects the aggregation of "Independents" and "Life Insurers" as presented by Investor Economics.

"Other" reflects "Others" as presented by Investor Economics and includes direct sellers, unions & associations and others.

"Net Sales" reflects gross sales less redemptions and is presented by Investor Economics as "Net New Money".

Operating Environment

Industry Net Sales by Asset Class

- ♦ *The industry experienced a decline in fixed income net sales during the quarter, while equity funds generated positive net sales.*

Industry Mutual Fund Net Sales (\$ Billions)

	Q3, 2011	Q4, 2011	Q1, 2012	Q2, 2012	Q3, 2012	Q4, 2012	Q1, 2013	Q2, 2013	Q3, 2013
Fixed income	0.5	4.6	11.0	3.0	4.5	5.7	10.9	5.2	0.8
Equity income	0.1	(0.0)	1.5	1.2	0.6	1.1	1.7	0.7	1.3
Total Income-Oriented	0.5	4.6	12.5	4.2	5.1	6.9	12.6	5.9	2.1
Balanced	(0.1)	0.0	2.4	0.3	1.4	1.1	3.4	1.5	0.3
Canadian equity	(0.8)	(1.4)	(2.0)	(1.1)	(1.9)	(1.1)	(0.8)	(0.9)	0.0
Foreign equity	0.2	(1.6)	(0.3)	1.1	(0.4)	(0.7)	2.9	2.5	0.3
Sector / other	0.0	0.1	0.3	0.2	0.4	0.2	0.6	0.6	1.4
Long term	(0.1)	1.7	12.9	4.8	4.6	6.4	18.8	9.7	4.1
Money market	(1.1)	(1.2)	(1.4)	(0.9)	(1.0)	(1.0)	(0.7)	(0.1)	0.0
Total	(1.2)	0.5	11.5	3.9	3.5	5.4	18.0	9.6	4.1

Source: Investor Economics data and excludes exchange traded funds.

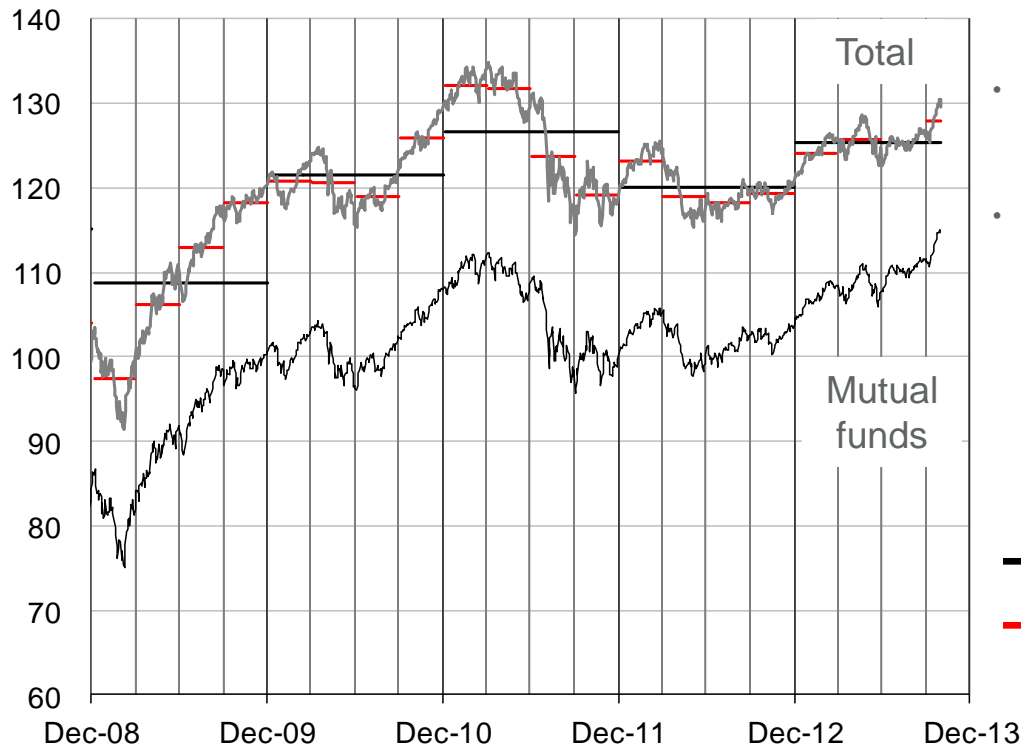
"Net Sales" reflects gross sales less redemptions and is presented by Investor Economics as "Net New Money".

Operating Environment

IGM Financial Assets Under Management

- *Average mutual fund assets under management was 9.1% higher during Q3, 2013 relative to Q3, 2012 and increased by 1.7% relative to Q2, 2013.*

Assets Under Management (\$ Billions)



Average Assets Under Management (\$ Billions)

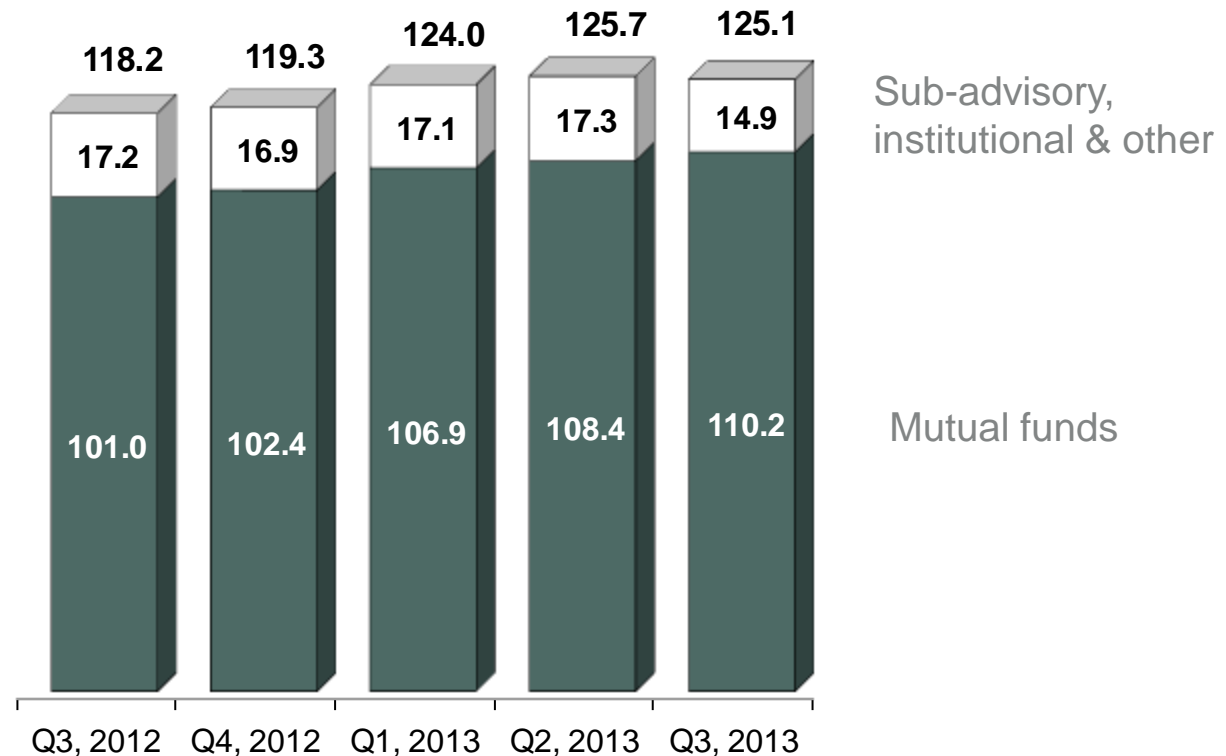
	Total	Mutual funds
• \$129.5 at Oct 31		
Q3, 2013	125.1	110.2
Q3, 2013 versus Q2, 2013	(0.5%)	1.7%
Q3, 2013 versus Q3, 2012	5.8%	9.1%
Q2, 2013	125.7	108.4
Q3, 2012	118.2	101.0

Annual Average
 Quarterly Average

IGM Financial Assets Under Management

- ♦ *Average total assets under management was 5.8% higher during Q3, 2013 relative to Q3, 2012.*

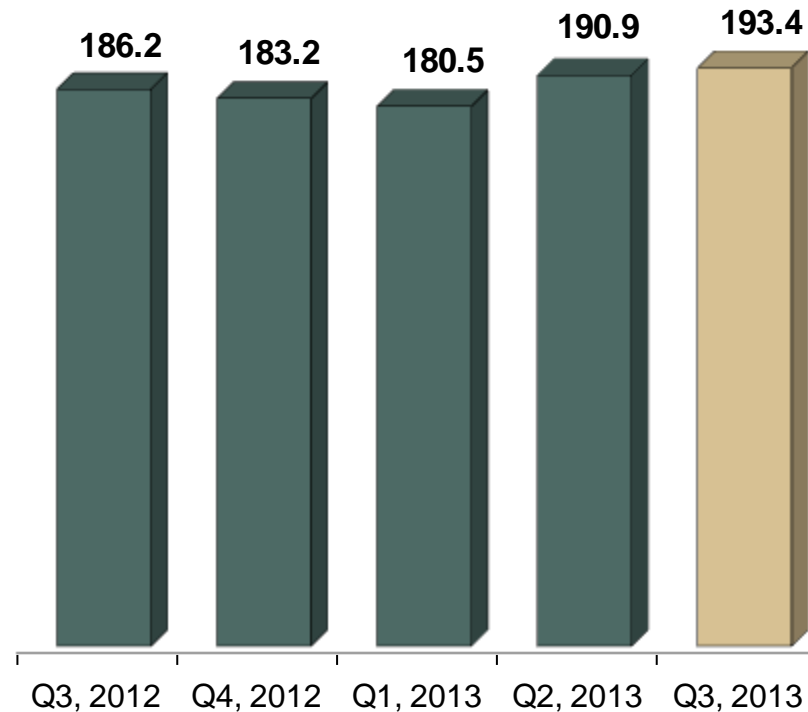
Average Assets Under Management
(\$ Billions)



IGM Financial Operating Earnings

- ◆ *IGM Financial's Operating Earnings increased by 3.8% to \$193.4 million during Q3, 2013 relative to Q3, 2012 and 1.3% relative to Q2, 2013.*

Operating Earnings ¹
(\$ Millions)

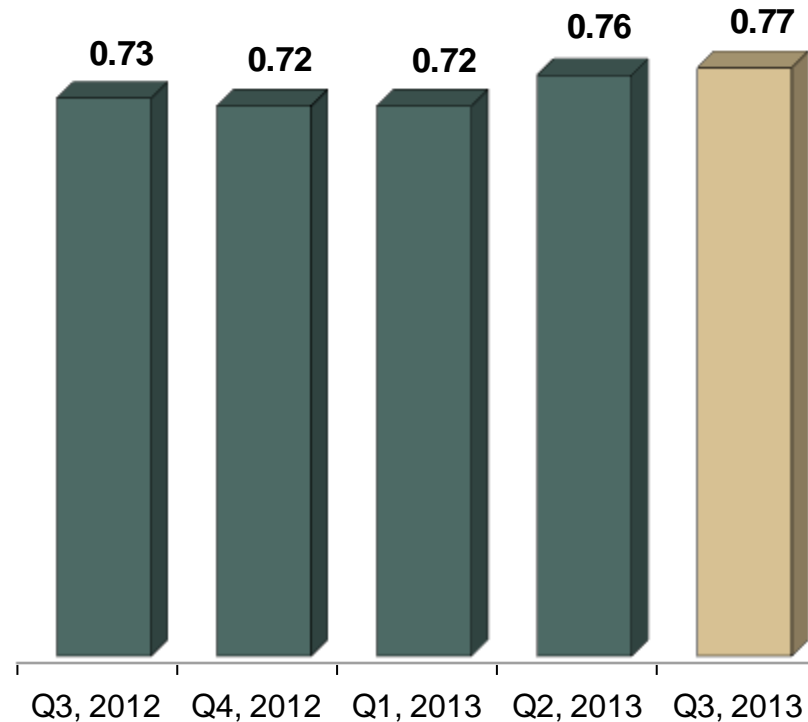


1. Please refer to slide 4 for a discussion of adjustments.

IGM Financial Operating Earnings Per Share

- ◆ *IGM Financial's Operating Earnings Per Share increased by 5.5% during Q3, 2013 relative to Q3, 2012 and 1.3% relative to Q2, 2013.*

Operating Earnings per Share ¹
(\$ Diluted)



1. Please refer to slide 4 for a discussion of adjustments.

1. Highlights

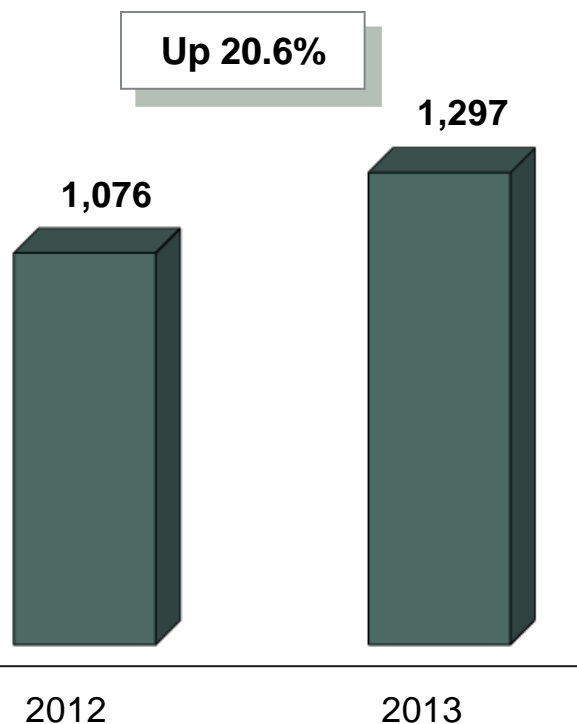
2. Mackenzie Investments

3. Investors Group

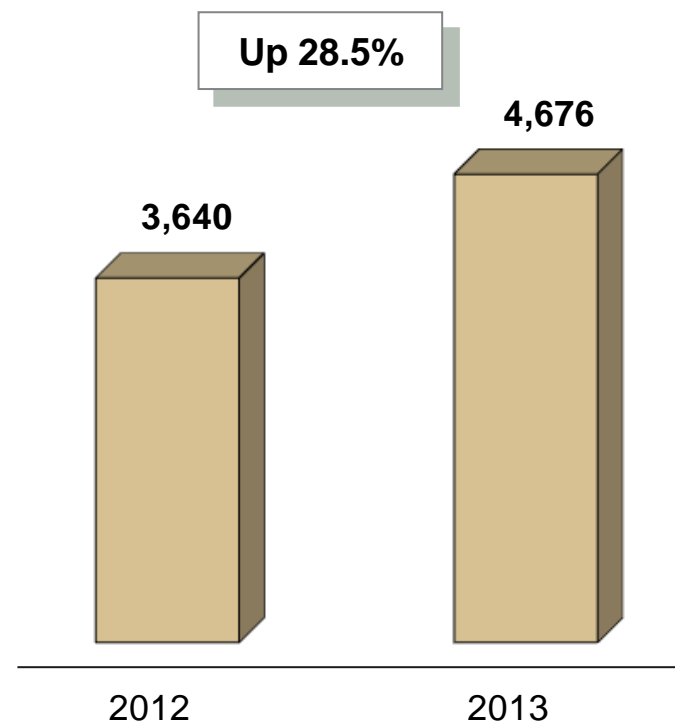
Mackenzie Mutual Fund Gross Sales

- ◆ *Mackenzie had mutual fund gross sales of \$1.3 billion during Q3, 2013, up 20.6% relative to Q3, 2012. Gross sales have improved by 28.5% year to date.*

Three months ended September 30
(\$ Millions)



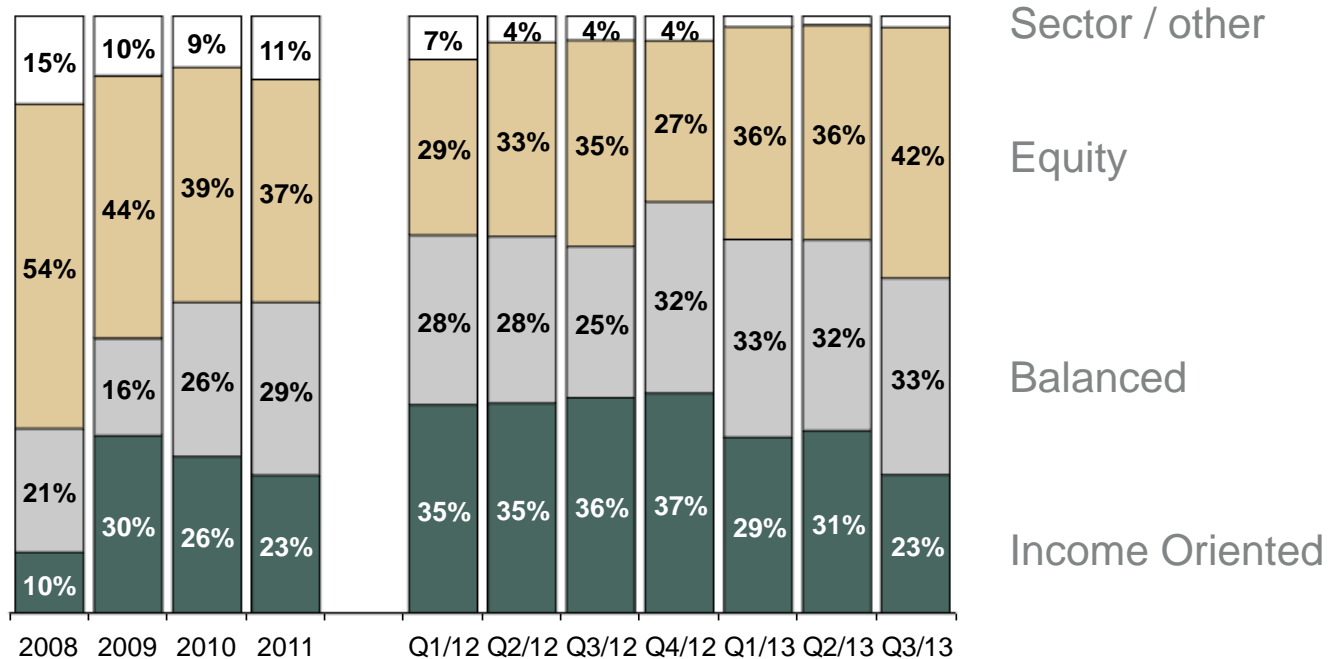
Nine months ended September 30
(\$ Millions)



Mackenzie Mutual Fund Gross Sales by Asset Class

- There was continuing movement away from income-oriented products during the quarter.

Gross Sales Mix of Long Term Mutual Funds by Asset Class^{1,2,3}
 Twelve month periods ended December 31 (unless otherwise indicated)

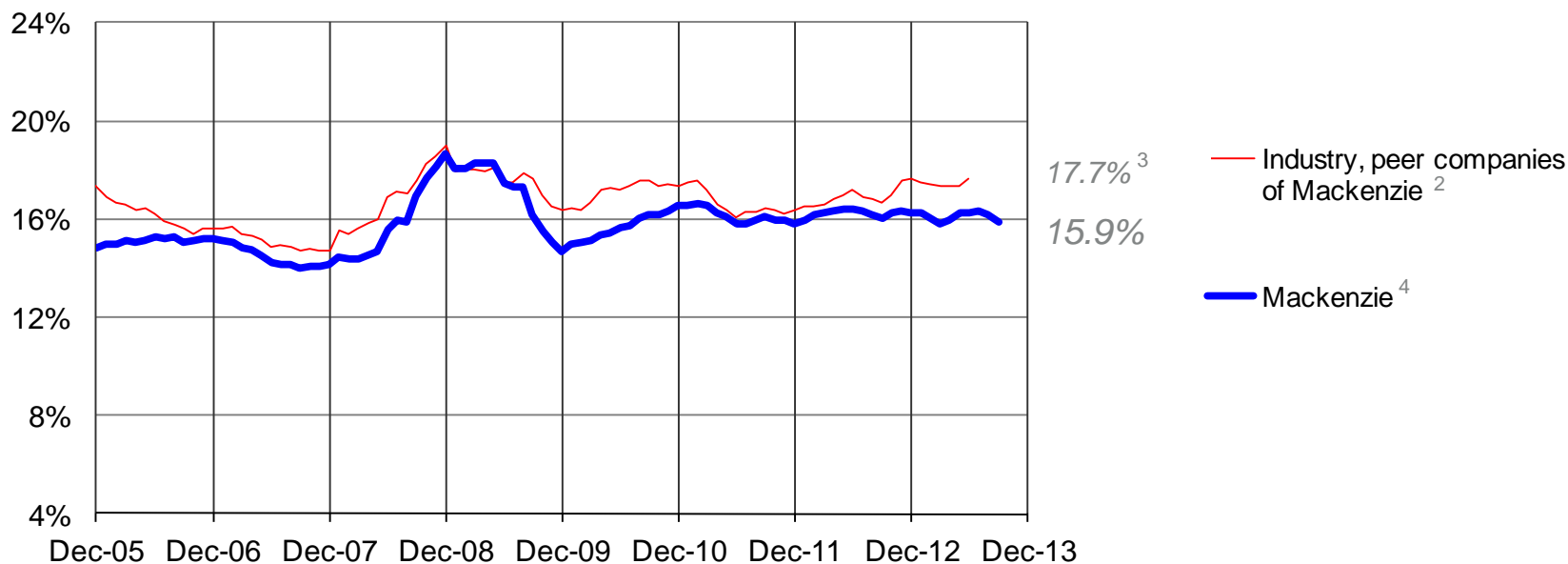


- Q4, 2012 excludes \$556 million in mutual fund gross sales related to institutional rebalancing during the period.
- Prior periods have been adjusted to remove the impact of significant rebalancing activity.
- Excludes Quadrus funds.

Mackenzie Mutual Fund Redemption Rate

- *Mackenzie's twelve month trailing redemption rate on long term mutual funds was 15.9% at September 30, 2013.*

Redemption Rate on Long Term Mutual Funds ¹ (Last Twelve Month Trailing % of Average Assets Under Management)

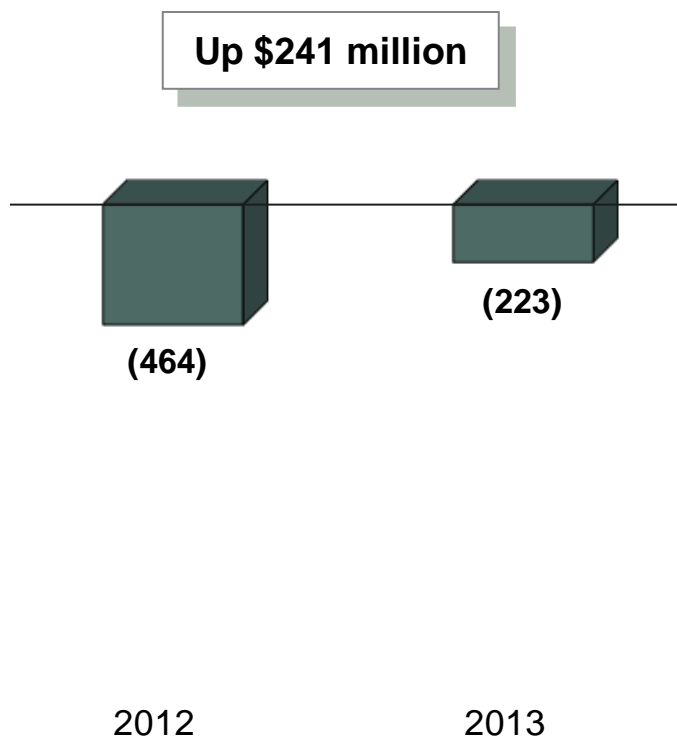


1. All numbers have been restated to exclude CI Investments and Invesco at the time that they discontinued reporting to IFIC. CI discontinued reporting to IFIC during December, 2008 and Invesco discontinued reporting to IFIC October, 2010.
2. Excludes Mackenzie, Investors Group, deposit takers and direct distributors.
3. Twelve month trailing redemption rate as of June 30, 2013.
4. Redemption rate excludes \$620 million of redemptions during Q4, 2012 associated with institutional platform rebalancing. Prior periods have been adjusted to remove the impact of significant rebalancing activity.

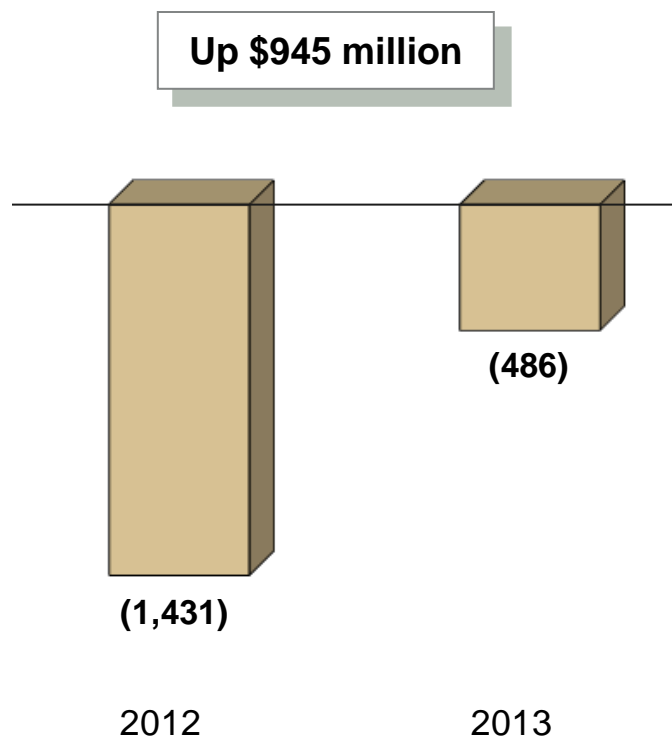
Mackenzie Mutual Fund Net Sales

- ◆ *Mackenzie experienced improvements in net sales for both the quarter and year to date periods.*

Three months ended September 30
(\$ Millions)



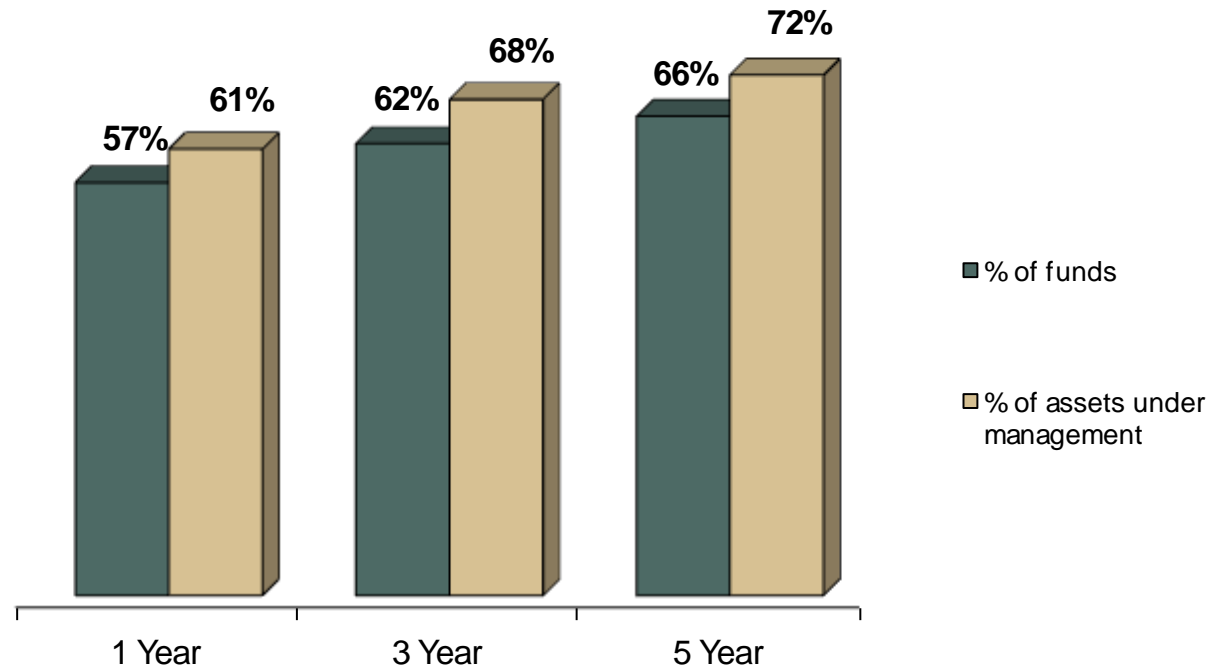
Nine months ended September 30
(\$ Millions)



Mackenzie Investment Performance

- ◆ *Mackenzie continues to deliver solid investment performance, with over 60% of mutual fund assets residing within funds which have had first or second quartile performance over the last one, three and five years.*

Mackenzie Mutual Funds in First or Second Quartile ¹
As at September 30, 2013

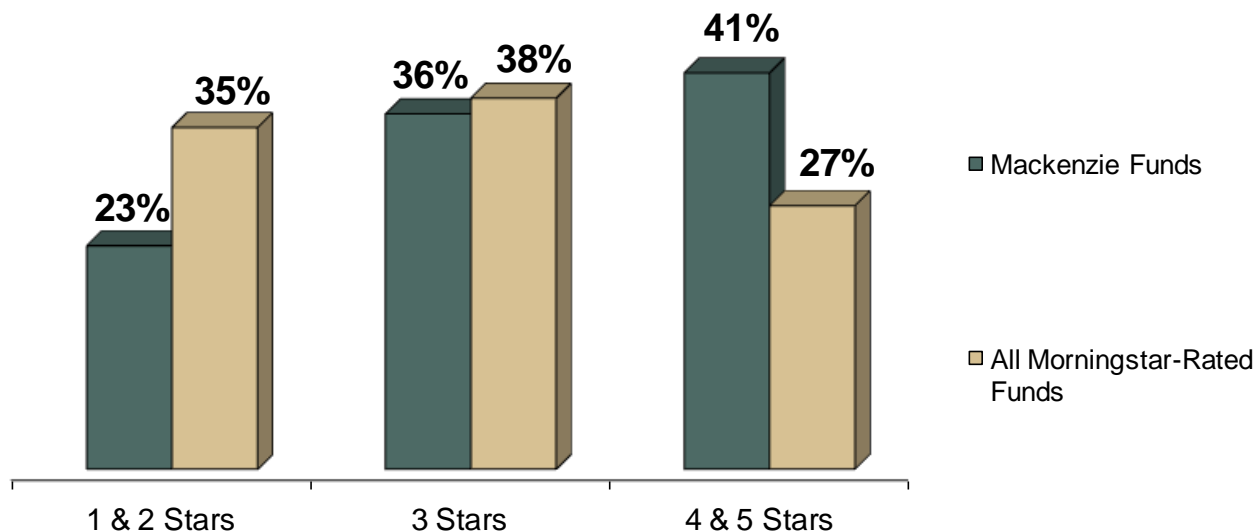


Source: Morningstar
1. Excludes Quadrus funds.

Mackenzie Investment Performance

- ◆ *41% of mutual funds managed by Mackenzie resided in funds with a 4 or 5 star Morningstar rating at September 30, 2013, compared to 27% for all Morningstar-rated funds.*

Mackenzie Mutual Fund Morningstar Ratings ¹
As at September 30, 2013

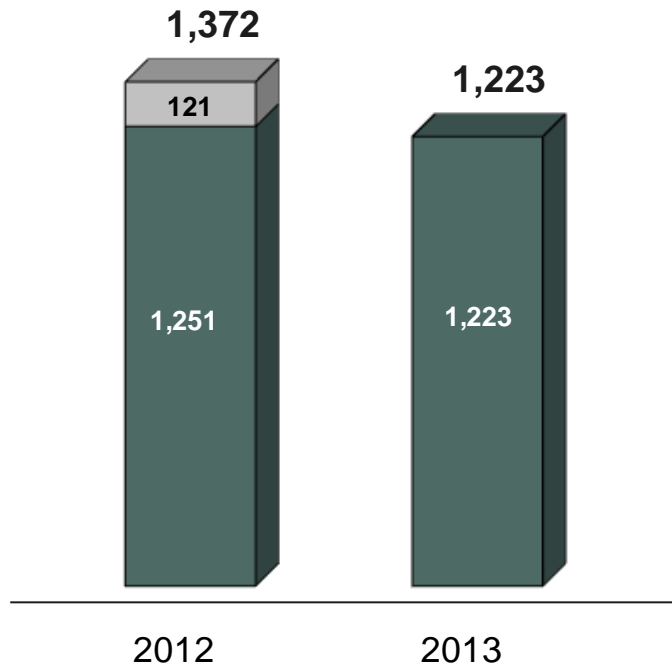


Source: Morningstar
1. Excludes Quadrus funds.

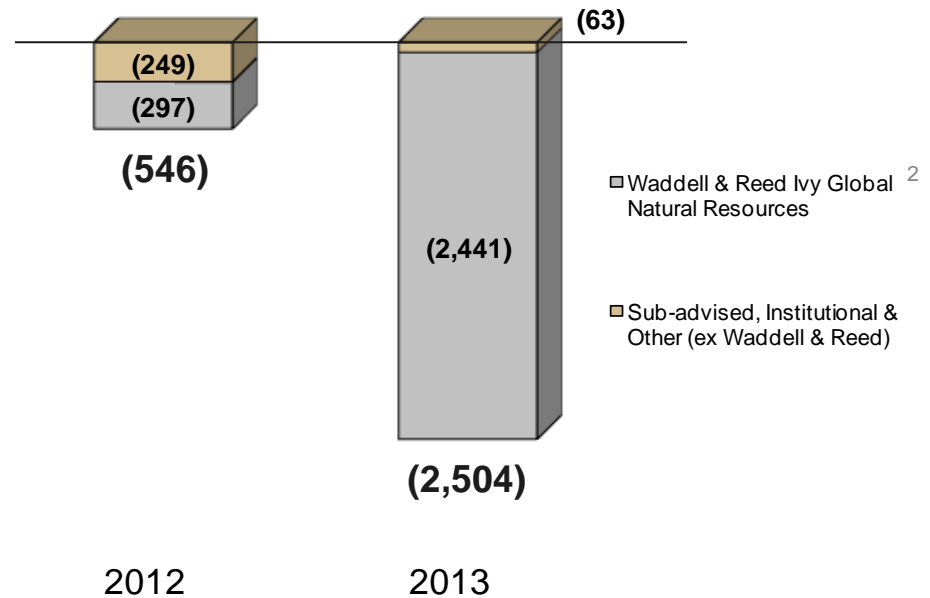
Mackenzie Institutional Sales

- ◆ *Excluding the Ivy Global Natural Resources mandate, Mackenzie's institutional net redemptions improved by \$186 million relative to Q3, 2012.*

Mackenzie Institutional Gross Sales¹
Three months ended September 30
(\$ Millions)



Mackenzie Institutional Net Sales¹
Three months ended September 30
(\$ Millions)

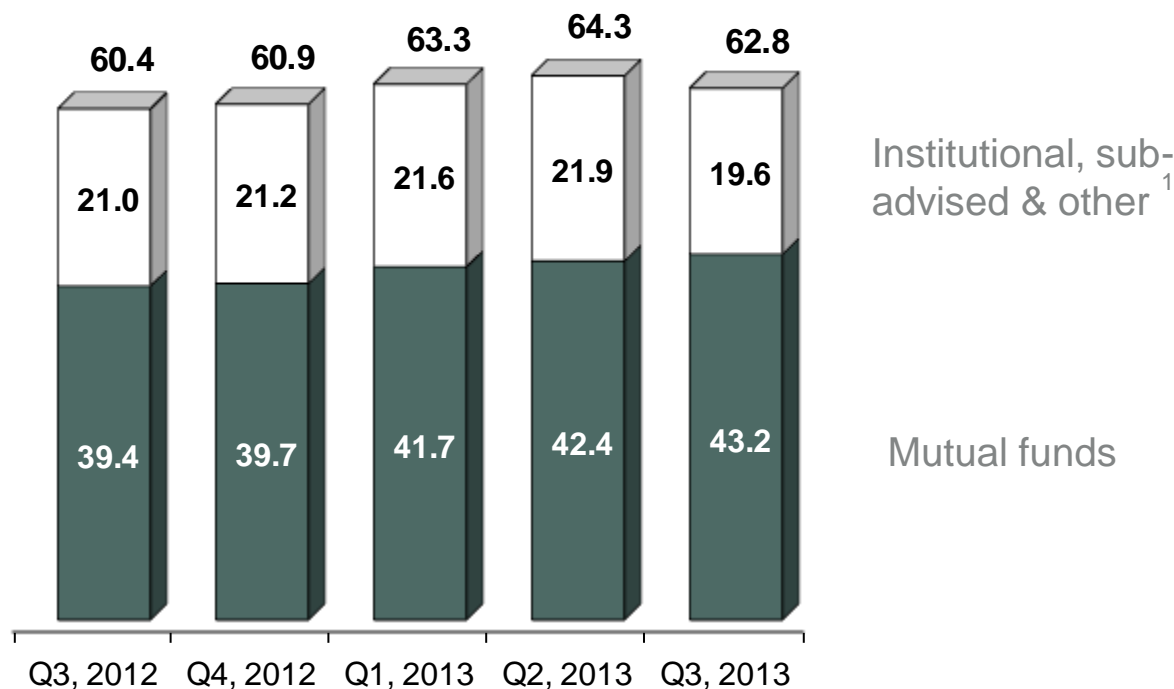


1. Includes sub-advisory mandates of Mackenzie to mutual funds managed by Investors Group and Counsel.
2. Effective July 2, 2013 Waddell & Reed internalized the Ivy Global Natural Resources mandate that was sub-advised by Mackenzie, this mandate had AUM of \$2.4 billion at June 30, 2013.

Mackenzie Assets Under Management

- *The average balance of mutual fund under management was 9.6% higher during Q3, 2013 relative to Q3, 2012 and increased by 1.9% relative to Q2, 2013.*

Average Assets Under Management
(\$ Billions)

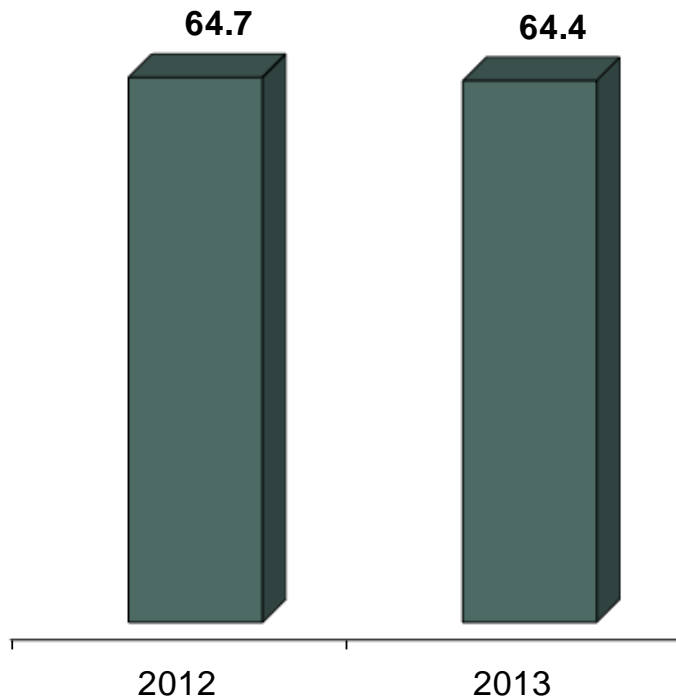


1. Includes sub-advisory mandates of Mackenzie to mutual funds managed by Investors Group and Counsel.

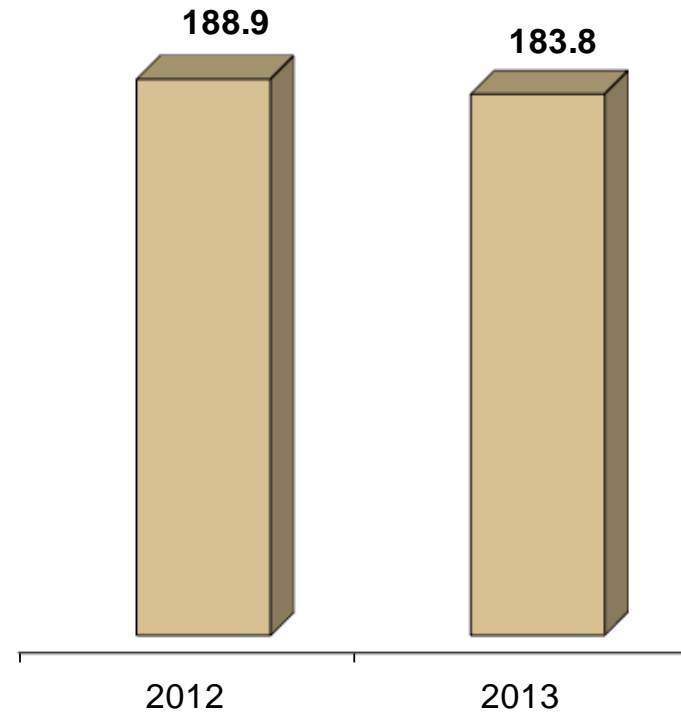
Mackenzie Operating Segment – EBIT

- ◆ *Mackenzie's Earnings before Interest and Taxes decreased by 0.5% during Q3, 2013 relative to Q3, 2012.*

Earnings before Interest & Taxes
Three months ended September 30
(\$ Millions)



Earnings before Interest & Taxes
Nine months ended September 30
(\$ Millions)



Mackenzie Operating Segment – EBIT

- ◆ *Mackenzie's Earnings before Interest and Taxes were \$64.4 million during Q3, 2013.*

Three months ended September 30
(\$ Millions, unless otherwise indicated)

	<u>2012</u>	<u>2013</u>	<u>Change</u>
Average assets under management (\$ billions)			
Total	60.4	62.8	4.0%
Mutual funds	39.4	43.2	9.6%
Revenues			
Management fees	156.3	167.2	7.0%
Administration fees	25.9	26.4	1.9%
Distribution fees	4.1	3.1	(24.4%)
	<u>186.3</u>	<u>196.7</u>	5.6%
Net investment income and other	2.1	0.8	n/m
Total	<u>188.4</u>	<u>197.5</u>	4.8%
Expenses			
Commission amortization	19.5	16.7	(14.4%)
Trailing commission	43.9	51.2	16.6%
Commission	63.4	67.9	7.2%
Non-commission	60.3	65.2	8.1%
Total	<u>123.7</u>	<u>133.1</u>	7.6%
Earnings before Interest and Taxes	<u><u>64.7</u></u>	<u><u>64.4</u></u>	(0.5%)

Mackenzie Developments

1. Improving Mutual Fund Sales

- Improving equity markets, strong investment performance and new products have led to improved sales momentum.
- Mutual fund gross sales up 21% from 2012 and highest third quarter mutual fund net sales since 2007.
- Global equity fund sales up 60% and represent 2/3rds of gross sales improvement across broad number of mandates.

2. Investment Management

- 47% of mutual fund assets managed by Mackenzie have a four or five star Morningstar rating versus 38% for the industry and 87% of Mackenzie fund assets are rated 3, 4 or 5 star.
- Alain Bergeron hired to lead Mackenzie's Asset Allocation Team and spearhead the firm's initiatives in developing alternative strategies. Most recently Alain was Head of Global Tactical Asset Allocation with the CPP Investment Board.

3. Product Shelf

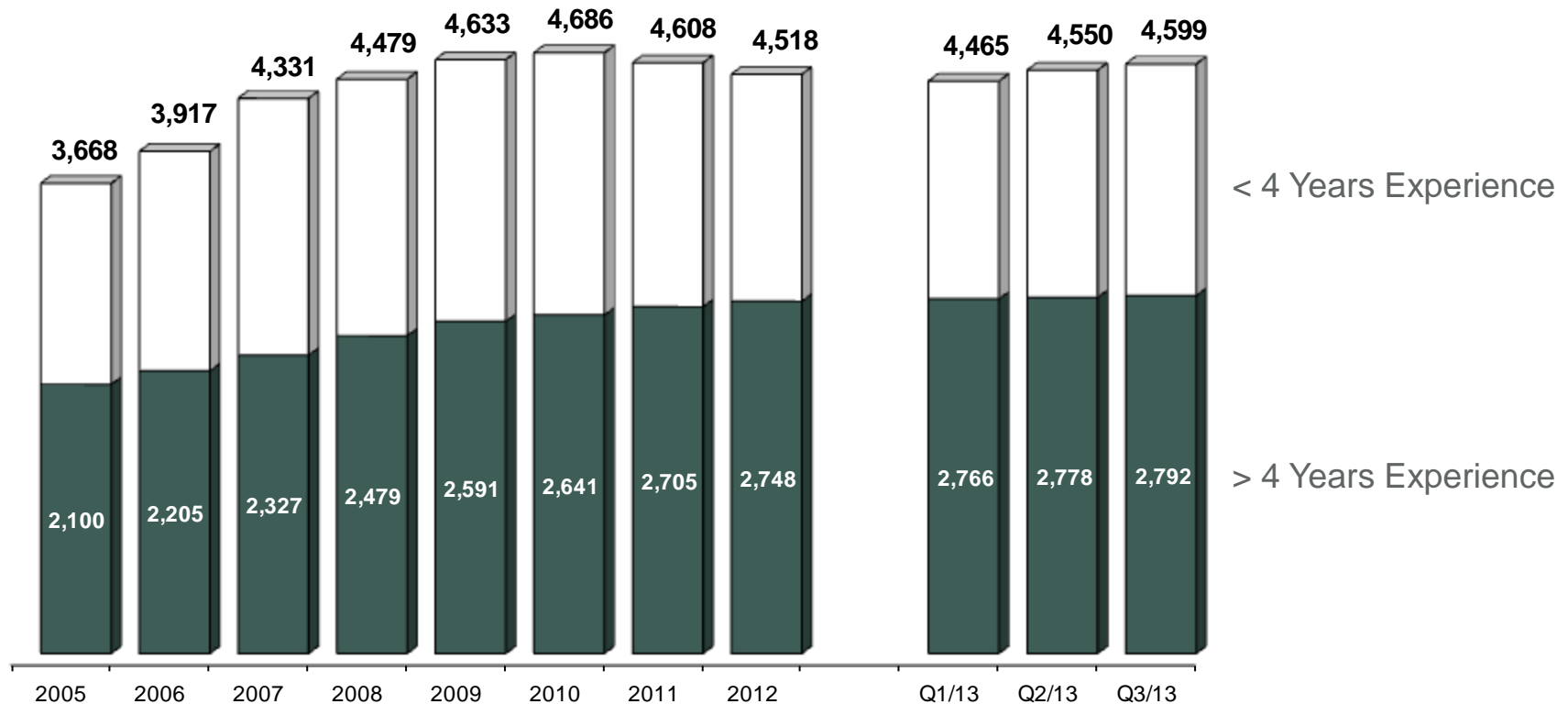
- Launched the Mackenzie Private Wealth Program during October.
 - Designed for investors with more than \$100k to invest, features tiered pricing and investors in the program also benefit from enhanced reporting, customizable rebalancing, and tax and estate guidance.
- Launch of Mackenzie All Cap Dividend Class, invests in a balanced portfolio of North American high-yielding equity and fixed income securities.
- Successful May, 2013 launch of the Mackenzie Floating Rate Income Fund – \$89 million of net sales during Q3, 2013.

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

Investors Group Consultant Network

- *The number of Investors Group Consultants increased by 49 during the third quarter and is up by 81 during the year.*

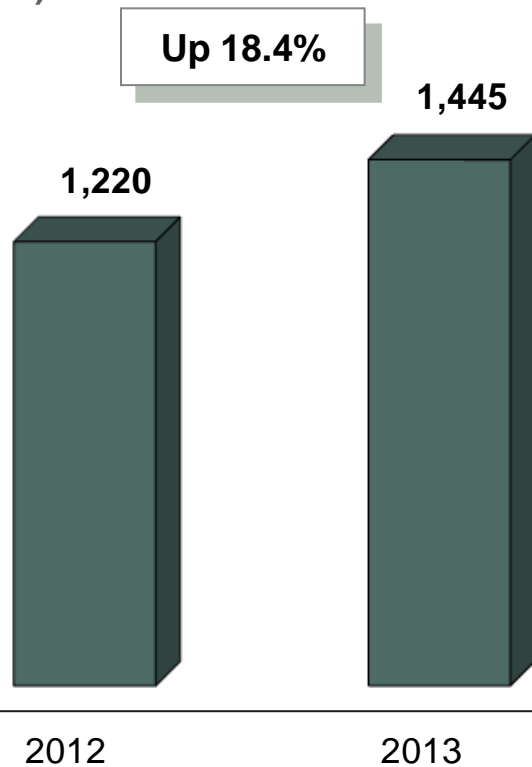
Number of Investors Group Consultants
As at December 31 (unless otherwise indicated)



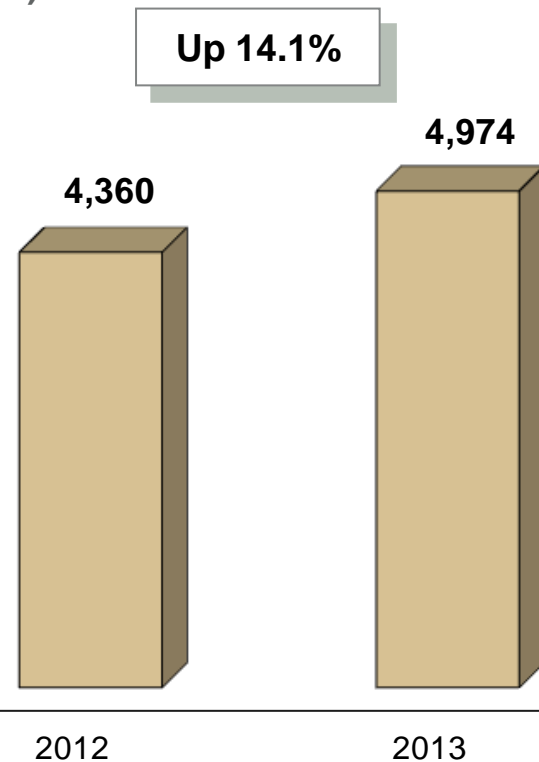
Investors Group Mutual Fund Gross Sales

- Investors Group had gross sales of \$1.4 billion during Q3, 2013, up 18.4% relative to Q3, 2012. Gross sales have improved by 14.1% year to date. Highest gross sales on record for the month of September.

Three months ended September 30
(\$ Millions)



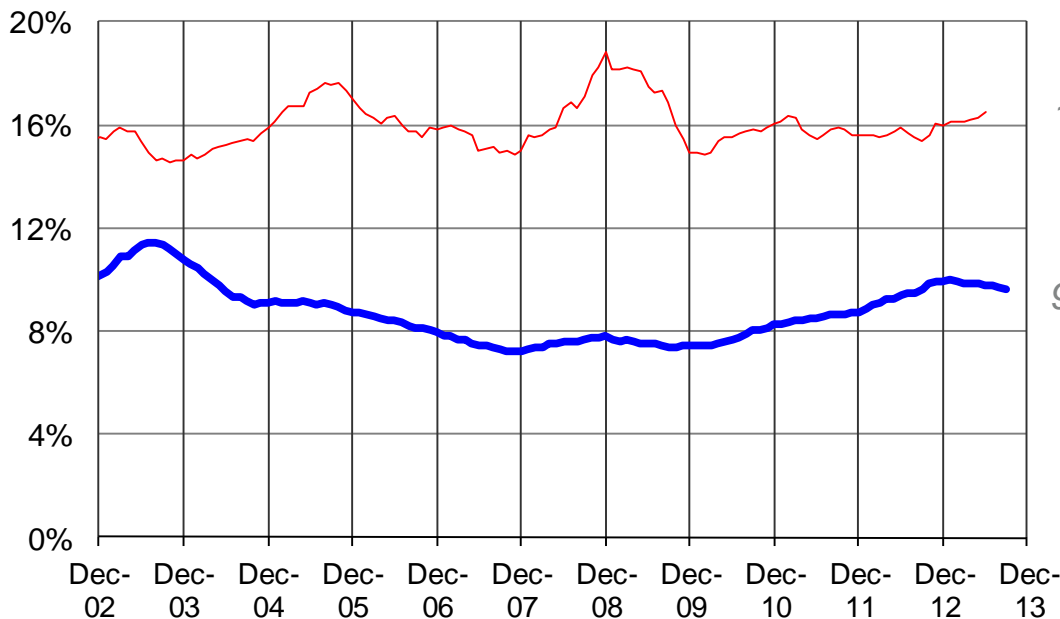
Nine months ended September 30
(\$ Millions)



Investors Group Mutual Fund Redemption Rate

- Investors Group's twelve month trailing redemption rate on long term mutual funds was 9.7% at September 30, 2013, well below the industry average.

Redemption Rate on Long Term Mutual Funds ¹
(Last Twelve Month Trailing % of Average Assets Under Management)



Q3, 2012	Q4, 2012	Q1, 2013	Q2, 2013	Q3, 2013
9.5%	10.0%	10.0%	9.7%	8.9%

16.5%²

— Industry excluding Investors Group

— Investors Group

9.7%

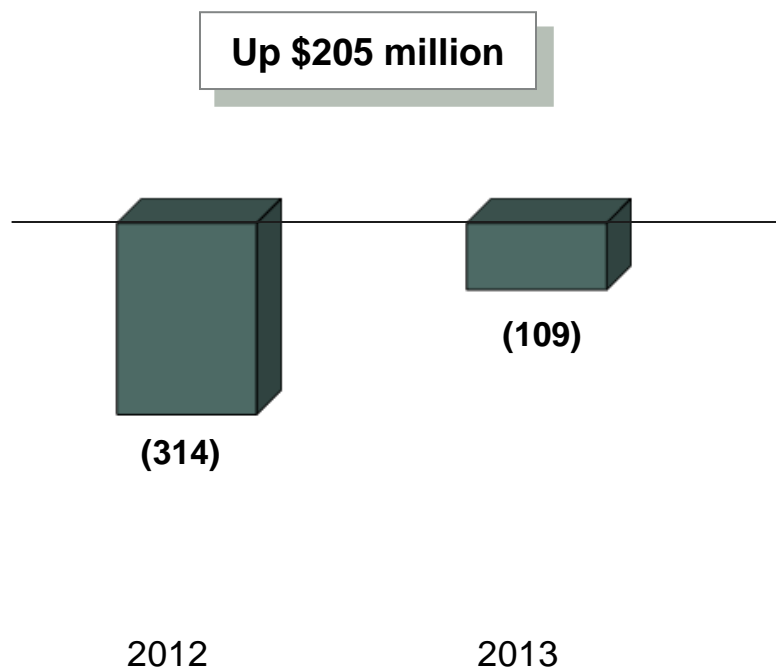
• Excluding redemption activity in Cornerstone Funds (money market substitutes) and transfers to Guaranteed Investment Funds (GIFs), the long-term redemption rate at September 30, 2013 would have been 9.2%.

1. All numbers exclude CI Investments and Invesco from the date that they discontinued reporting to IFIC. CI discontinued reporting to IFIC during December, 2008 and Invesco discontinued reporting to IFIC during October, 2010.
 2. Twelve month trailing redemption rate as of June 30, 2013.

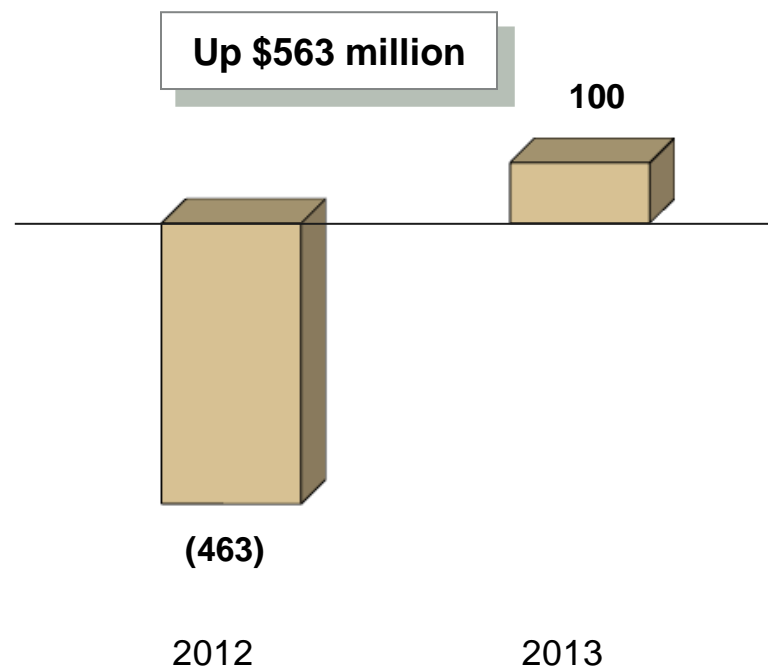
Investors Group Mutual Fund Net Sales

- ◆ *Investors Group had improved net sales for both the quarter and year to date periods.*

Three months ended September 30
(\$ Millions)



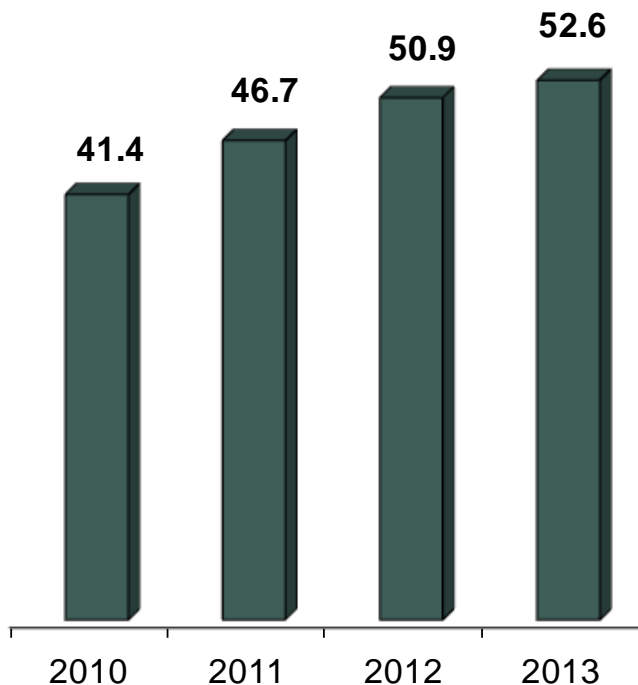
Nine months ended September 30
(\$ Millions)



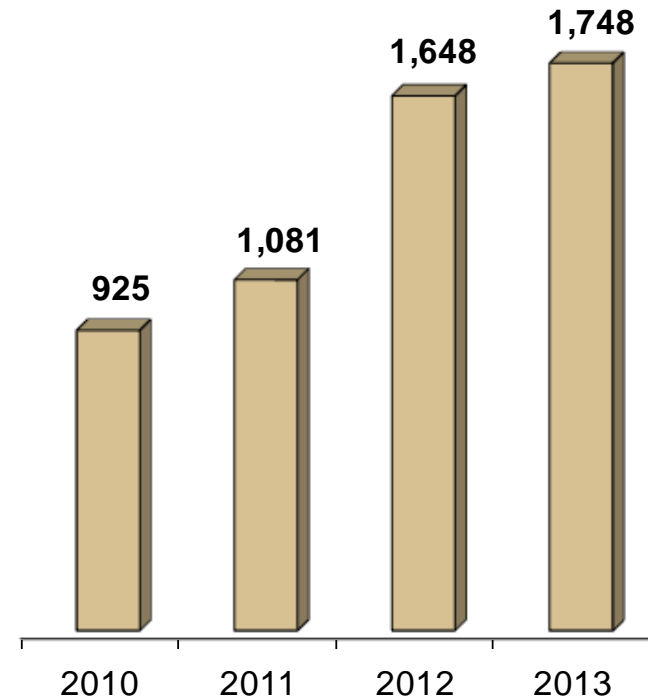
Insurance and Mortgage Distribution

- ◆ *Investors Group insurance product sales increased by 3.4% year to date and mortgage originations increased by 6.1%.*

New Annualized Insurance Premiums
Nine months ended September 30
(\$ Millions)



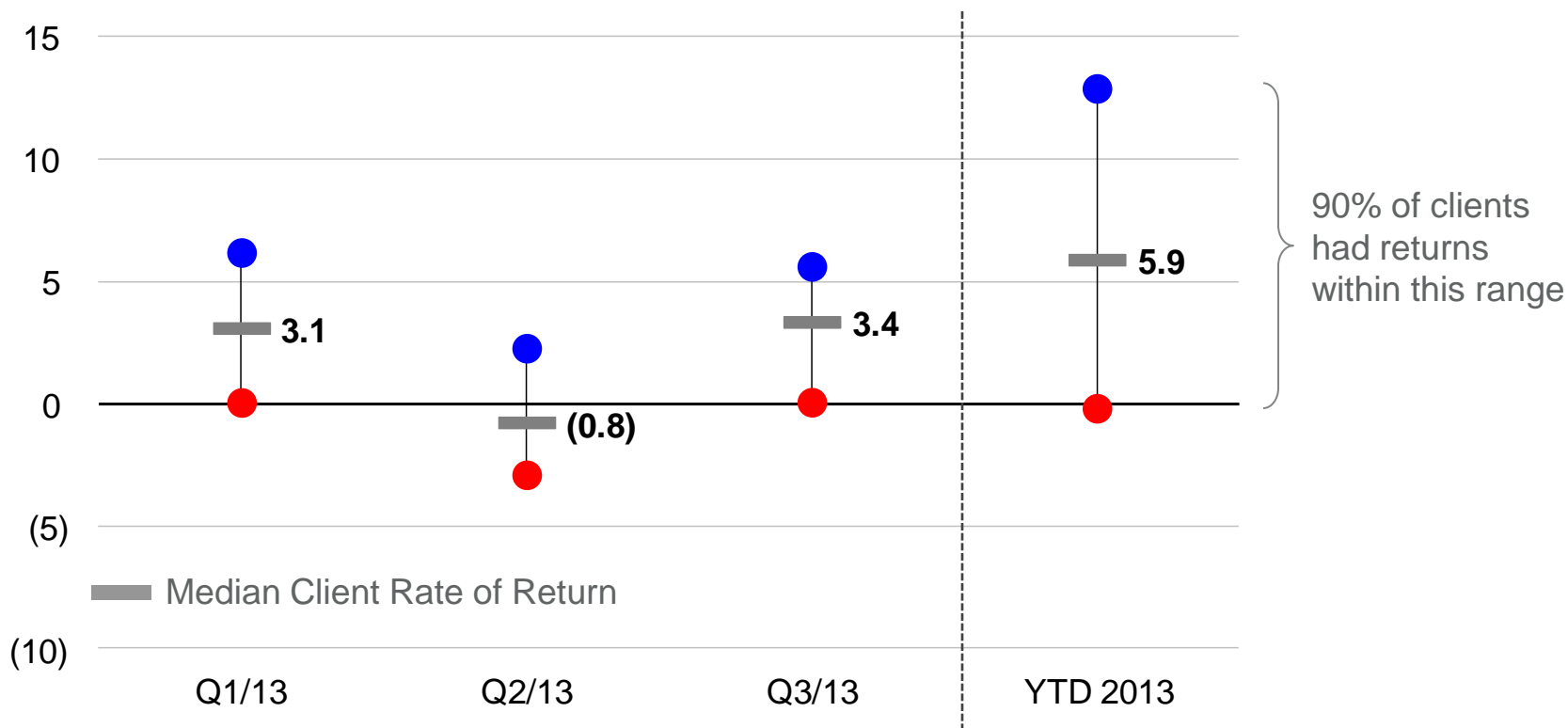
Mortgage Originations
Nine months ended September 30
(\$ Millions)



Investors Group Client Experience

- ◆ *The median Investors Group client return was approximately 3.4% during the third quarter of 2013 and approximately 5.9% year to date.*

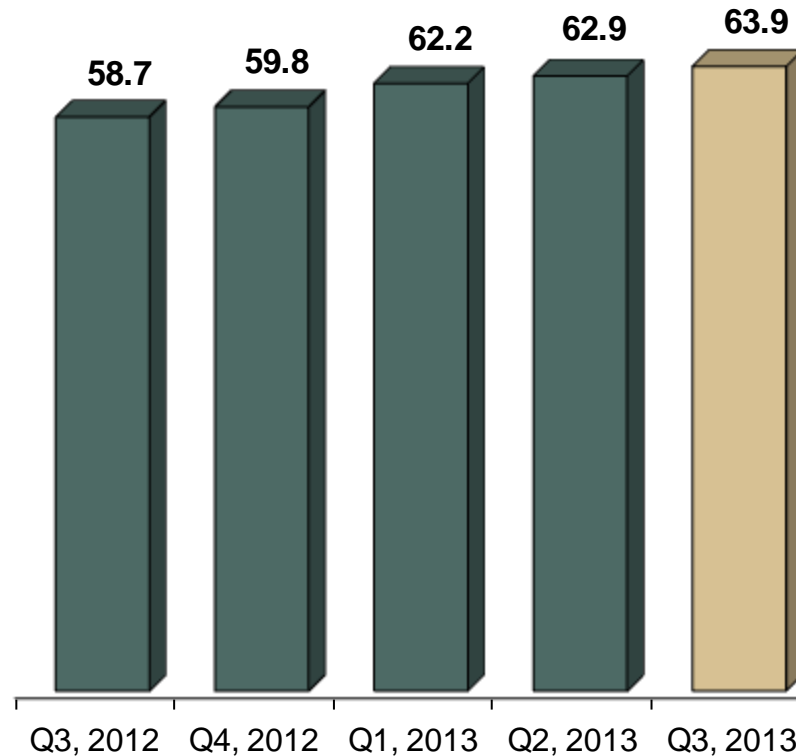
Investors Group Client Account Rate of Return Experience (%)



Investors Group Mutual Fund Assets Under Management

- ◆ *The average balance of mutual fund assets under management was 8.8% higher during Q3, 2013 relative to Q3, 2012.*

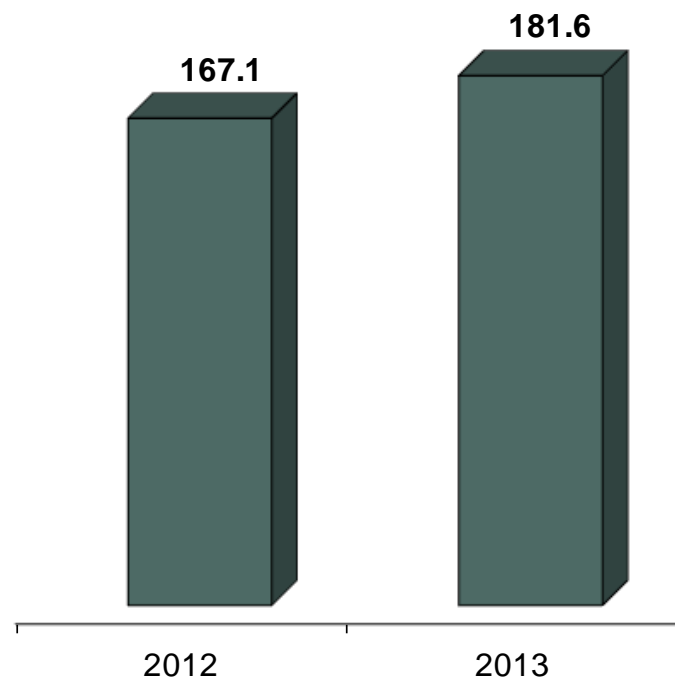
Average Assets Under Management
(\$ Billions)



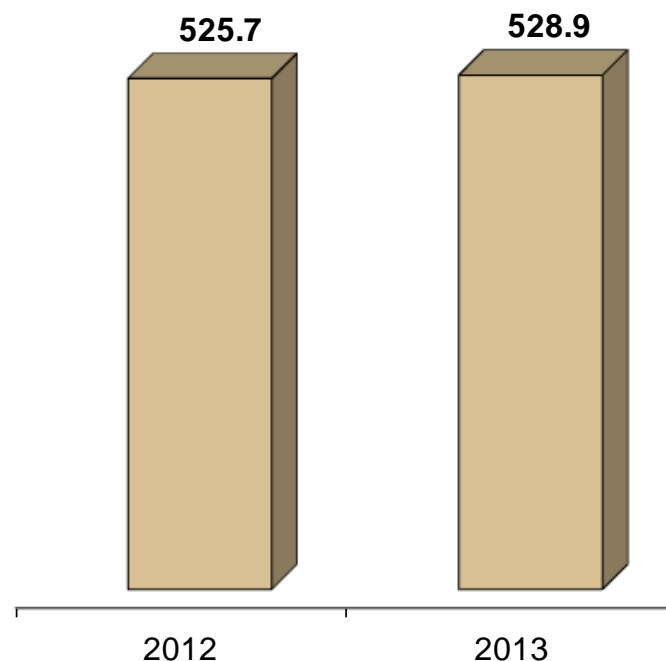
Investors Group Operating Segment – EBIT

- ◆ *Investors Group's Earnings before Interest & Taxes increased by 8.7% during Q3, 2013 relative to Q3, 2012.*

Earnings before Interest & Taxes
Three months ended September 30
(\$ Millions)



Earnings before Interest & Taxes
Nine months ended September 30
(\$ Millions)



Investors Group Operating Segment – EBIT

- ◆ *Investors Group's Operating Earnings before Interest & Taxes were \$181.6 million during Q3, 2013, up 8.7% relative to 2012.*

Three months ended September 30
(\$ Millions, unless otherwise indicated)

	<u>2012</u>	<u>2013</u>	<u>Change</u>
Average mutual fund assets under management (\$ billions)	58.7	63.9	8.8%
Revenues			
Management fees	263.7	283.2	7.4%
Administration fees	<u>54.5</u>	<u>61.2</u>	12.3%
	318.2	344.4	8.2%
Distribution fees	<u>43.7</u>	<u>43.7</u>	0.0%
	361.9	388.1	7.2%
Net investment income and other	<u>16.2</u>	<u>12.5</u>	(22.8%)
Total	378.1	400.6	6.0%
Expenses			
Commission amortization	43.7	41.8	(4.4%)
Other commission	<u>75.8</u>	<u>81.2</u>	7.1%
Commission	119.5	123.0	2.9%
Non-commission	<u>91.5</u>	<u>96.0</u>	4.9%
Total	211.0	219.0	3.8%
Earnings before Interest and Taxes	<u>167.1</u>	<u>181.6</u>	8.7%

Investors Group Developments

1. Consultant Network

- Strong growth in the Consultant Network, up 49 Consultants from Q2, 2013 and 81 year to date with continual improvement in the number of Consultants with more than four years Investors Group experience.
- Investors Group announced to its field management a new program to provide more stable income opportunities for Consultants in their first two years with Investors Group. This approach is expected to increase the number, productivity and retention of new Investors Group Consultants.

2. Sales and Asset Growth

- Strong continuing mutual fund gross sales momentum with sales up 18.4% relative to Q3, 2012, the highest level of third quarter gross sales since 2007. Highest gross sales on record for the month of September.
- Annualized in-quarter redemption rate of 8.9%, down from 9.7% during Q2, 2013 and 9.5% during Q3, 2012 and well below the industry average.

3. Product Enhancements

- Announced the launch of the IG Putnam Low Volatility U.S. Equity Fund and Class, investing primarily in U.S. equity securities, usually across all sectors, while seeking to provide lower volatility over a full market cycle.
- Announced the launch of a Corporate Class version of the popular Investors Dividend Fund.